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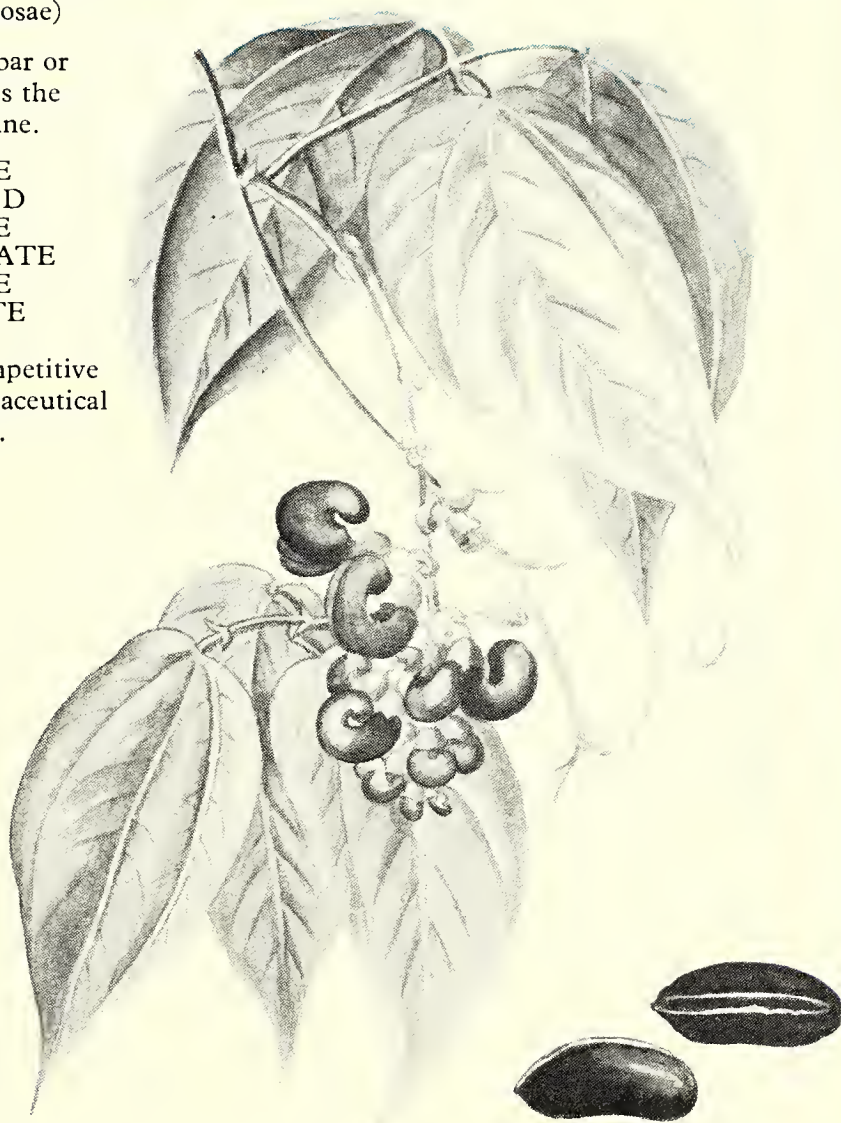
NOVEMBER 29 1975 THE NEWSWEEKLY FOR PHARMACY

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interview**

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say Counter-
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Corsodyl

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Chemist & Druggist

The newswweekly for pharmacy

29 November 1975 Vol. 204 No. 4992

117th year of publication

Editor Arthur Wright, FPS, DBA

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Comment

Too much on offer

The Association of Scientific, Technical and Managerial Staffs, which is in the process of setting up a section for general practice pharmacists, appears to have every intention of being "all things to all men". The employee and the employer, the contractor, the superintendent, the hospital basic grade or regional pharmacist, all will find shelter under its umbrella.

In a C&D interview this week (p741), members of the steering committee for the new section and an ASTMS official explain why they believe such representation of differing interests is possible, one of the points being that matters in dispute are more easily settled when the parties are "under one roof".

But the disputes most likely to occur are of a professional nature—a difference of opinion within the general practice section, or between the general practice and hospital sections on the question of health centre involvement can be envisaged, for example—and it is difficult to see why these disputes should be better resolved in Camden Town than in Bloomsbury Square.

When it comes right down to a dispute at employer-employee level (surely the *raison d'être* of trade unionism) the union must, we are told, support the employee and leave the employer to fend for himself. To whom does the employer turn? Presumably to the National Pharmaceutical Union, but a weakened Union bereft of its indirect contractual negotiating powers and with some of its important services duplicated by the new union.

For the employee the ASTMS case is stronger. Whether it is the right organisation is perhaps still in question, though some Counterbalance leaders seem to have made up their minds in its favour (p740). But professed alternatives such as the National Association of General Practice Employee Pharmacists (NAGPEP) will need to show themselves as well organised, and as purposeful as ASTMS—which so far they have not—if they are to win the all-important race for membership. No employee is going to join a new organisation except for what it can provide in tangible benefits: in short, a loud voice, better status, and improved salary and conditions of employment.

These are benefits that ASTMS would need to negotiate with (or against) the employer, be he multiple company or private pharmacist. The promised "negotiation" with the Department of Health once improvements are won in this area is, of course, unnecessary since the actual payments already compute into the balance sheet of contractors' remuneration.

If ever pharmaceutical politics have been in a state of turmoil, surely it is now. What is needed is leadership from the established organisations, but they must act more positively and with greater determination than they have sometimes in the past. They must also make more effort to communicate their actions, and the reasons for them, to those whose interests they serve—or more strident voices may prevail.

Counterbalance leaders say 'join union'

Members of the Counterbalance committee on Sunday urged general practice pharmacists to join ASTMS as the only hope for survival.

One committee member, Mr P. B. Dean, told the Wiltshire Area Chemist Contractors committee conference that "the desperate state of pharmacy today calls for desperate measures."

Counterbalance did have reservations and much of the original enthusiasm, "But, sadly, we have no money," he said.

"The committee has decided it can best serve pharmacy by recommending to its members, and all others who will listen, to join ASTMS." It was stressed that these views were those of the individual committee members as pharmacists, not of Counterbalance as a whole.

The aims of the new general practice pharmacy section were almost identical to those of Counterbalance, Mr Dean explained, with a further aim of protection for employed pharmacists, whom Counterbalance was legally unable to include. But the most important single aim was to unite all general practice pharmacists within one established union backed by its full financial support and bargaining expertise.

Counterbalance did have reservations about the policy of some sections of the union to press for a closed shop and lack of mention of the rural dispensing problem, but Mr Dean believed these difficulties could be overcome.

No alternative

Saying that this was the last opportunity for Counterbalance to speak publicly, Mr Williams, chairman, could see no alternative for general practice pharmacists but to join ASTMS. "We no longer have the resources to continue to fight on your behalf."

Politics within pharmacy rather than party politics within the union would be the "death blow" to the profession—"a blow, incidentally, we have no protection against, unless we have the strength of the union behind us.

"We had to do a lot of heart searching within our committee even to come to agreement on meeting with the ASTMS because the present political climate of this country was not to our liking."

However, Mr Williams continued: "We discovered there are many cases where they have not only saved but enhanced the jobs of many of their members—and their many hundreds of thousands of members have political affiliations and leanings just as varied and coloured as ours."

He criticised the profession's leaders, starting with Mr David Sharpe, chairman of the National Pharmaceutical Union and member of Council, who had told Lincolnshire contractors that the rate of

pharmacy closures was not a disaster to the profession (*C&D*, November 8, p644).

Counterbalance's concern over closures was not for the densely populated areas where there were too many pharmacies in competition with each other but for those urban communities crying out for a pharmaceutical service. It was not the rate of closures but the lack of increase in new premises that was disturbing, a lack which had encouraged some local authorities to seek legislation to allow them to engaged in municipal trading.

"One would have thought that a man in Mr Sharpe's position would have given this incident the attention it deserves, rather than say that the profession was believing in a myth it had itself created, that too many pharmacies were closing too quickly," he added.

'Massive' closures

Once the health centre programme was in full swing "massive" pharmacy closures would result. The Department of Health was convinced that dispensaries must be incorporated into health centres for financial reasons and the policy, advocated by Enoch Powell, of operating the NHS at the cheapest possible price had been pursued by all governments since, a policy which no existing organisation in pharmacy was strong enough to alter. Without planned distribution of pharmacies there could be no negotiations with the Department to subsidise community pharmacies out of the profit generated by health centre dispensing.

Mr Williams criticised Mr R. G. Worby, member of the Central NHS (Chemist Contractors) Committee, for taking "the coward's way out" in advocating that the minimum of planned distribution was necessary in the public interest. Mr Worby had explained to the Lincolnshire contractors that to press for planned distribution would lead to conflict with "the most powerful lobby in pharmacy", the multiples, whereas minimum planning would lead to less intraprofessional disagreement.

The multiples were the core of the problem, Mr Williams believed. By 1984, the year of "big brother", there would be no "big brother" to look after the profession; health centres would be in full operation and "many of us will be desperate for a job because the one method of preserving our profession has been denied us—planned distribution. We cannot afford nor must we allow the affluent minority to dictate the future of our profession. If you live in hope that a challenge to the Jenkin judgment is the answer I must point out that any reorganisation within pharmacy along these lines will still leave us with a rehash of our existing leadership—a leadership

which as you are aware accepts compromise rather than confrontation."

He urged contractors to keep harassing the NPU Executive, the Council and Central Committee to find a solution other than ASTMS.

"If that solution is not forthcoming then you must demand that they put their duty to our profession . . . before any misgivings they might have about ASTMS, combine all their years of experience and liaise with ASTMS to develop the policies that only ASTMS can attain."

Employees should ask themselves whether NAGPEP offered a solution to the external influences affecting pharmacy and whether stronger representation on Council would safeguard their jobs.

Mr Gordon Hill, secretary, Wiltshire area chemist contractors committee, also saw a bleak future for pharmacy beyond the next decade, but there could be a future if a strong body were to unite all pharmacists on a common front. None of the existing pharmaceutical bodies seemed capable and he reluctantly agreed that now might be the time to join a union.

Mr Hill felt that the NPU would be wiser to give a higher priority to increased remuneration and keeping dispensing for pharmacists only, rather than to continue "to plug the inevitably losing battle of commercialism". The only solution was to insist on limitation of contracts. He believed that unless more health centre pharmacies were run by members of a consortium the Government would seek to make them state owned.

During the discussion it was widely felt that, while distrusting unions in general, ASTMS might succeed where the Society and Central NHS (Chemist Contractors) Committee had failed. Other suggestions made were: That a good public relations campaign should be started immediately with the pharmaceutical role being more fully explained to community health councils and the public being persuaded to obtain household remedies from pharmacies only; that a "superior" pharmacies-only brand of medicines be marketed by, say, the NPU; that health centres be privately owned by professional complexes.

Most delegates felt that Counterbalance had done a good job—it was unfortunate that the inclusion of "Ltd" in its title for legal reasons had made it seem like a commercial company and had dissuaded some people from joining. The meeting deplored the "cold shouldering" of this group of dedicated pharmacists by the professional bodies.

Counterbalance to discuss its future

Counterbalance Ltd is to hold a meeting in December to decide what action to take next year.

Mr Idris Hughes, secretary, told *C&D* that the future of the organisation depended entirely on the members. When asked whether the company would be dissolved if members decided to join ASTMS, he said such decision would have to be taken by the membership as a whole. The reference to the "last public appearance" on Sunday (col 1) was an indication that the committee would be too busy at this time of year to speak at further conferences.

C&D special interview

ASTMS pledges to unify the profession

"There is an obvious need for an organisation to unify the profession on the economic front . . . the problems of small contractors and their employees are interrelated . . . the level of remuneration of general practice pharmacists has fallen badly out of line . . . we are anxious that a new initiative should be applied to pharmacy's problems." These were among remarks made by Mr S. Davidson, assistant secretary, Association of Scientific, Technical and Managerial Staffs, and Mr S. Blum, secretary, ASTMS general practice pharmacy group steering committee at an interview with C&D on Monday. Mr M. Leaman, a young employee pharmacist on the steering committee, was also present.

C&D: Let us start with a brief history of ASTMS?

Mr Davidson: ASTMS was formed in 1968 from an amalgamation of the Association of Scientific Workers—which had always had pharmacist members, contractors and employees, as well as hospital pharmacists—and the Association of Supervisory Staffs, Executives and Technicians. We had 68,000 members at the time of the merger and now we have over 350,000. Since 1968 we have had a number of mergers, notably with the Guild of Hospital Pharmacists and the Medical Practitioners Union.

C&D: How did the union's interest in general practice pharmacy begin?

Mr Davidson: We have had a nucleus of membership for a long time, and obviously these people have been concerned that we should take a developing interest in general practice pharmacy. More recently, our modest successes in hospital pharmacy have, I think, inspired a new interest and led to our existing members again seeking to involve ASTMS in general practice problems.

C&D: How do you envisage the general practice section—what sort of benefits can it offer?

Mr Davidson: The principal objective, at least initially, is to create a single organisation that will unify the profession on the economic front. It is already adequately unified in the professional area and we seek in no way to intrude into that sector. But on the economic front there is an obvious need for a single organisation to unify the profession—I would put that at the top of the list because all the other things will stem from it. We cannot expect to deal effectively with the problems until we command the support of a significant proportion of pharmacists in general practice. That is why we have contractors as well—we see the problems as interrelated.

Mr Blum: The independent contractor and employee are interdependent for economic success because without an income for the contractor, the employee cannot have security.

C&D: Is it not unusual to have employees and employers in the same group?

Mr Davidson: We are interested, of course in the small contractor. We think the multiples are capable of looking after

their own commercial interests—our prime concern will be to look after their employee pharmacists' interests. But with a small contractor the problems are interrelated because his remuneration is based partly on a notional salary determined by employee pharmacists.

C&D: What about the relationship of ASTMS with the Pharmaceutical Society?

Mr Davidson: The Society is clearly recognised as a professional organisation and its terms of reference are exclusively concerned with the practice of pharmacy, the qualification and the ethical and professional standards of pharmacists—it in no way concerns itself with their economic wellbeing or remuneration.

Mr Blum: Our objective is to support the professional policies of the Society—and this the union is quite capable of doing, particularly in the Parliamentary sphere. The two are complementary.

Superintendent eligible

C&D: At what level—superintendent, for example—would you regard a person as being an employee for membership purposes?

Mr Blum: In the case of a one-shop small company, the superintendent and director is of course usually the owner. But in the small independent chain where there may be up to, say, ten pharmacies, the superintendent is usually clearly defined as an employee or manager.

C&D: You would accept him as an employee?

Mr Davidson: Yes, our intention is to accept all general practice pharmacists, including locums.

C&D: If there was any friction due to having employers and employees together, how would you reconcile it?

Mr Blum: I think you can reach agreement much better within one union. I cannot really see a problem arising.

Mr Davidson: It is hard to envisage conflict but if, for example, an individual had a problem, and the employer was also a member—that would not of course influence it in any way—we would represent the employee and would seek to negotiate, represent before a tribunal or whatever was appropriate, or even give legal support; that member's issue would be resolved on its merits. But if at the time a member was acting in his functional capacity as an employer we would not represent him.

C&D: You would represent the employer only on contract matters?

Mr Blum: Yes, basically on representation to the Department of Health. The union hopes to negotiate the remuneration of the contractor. When there is a problem to negotiate between employee and employer—and this doesn't generally happen with small contractors—the union would negotiate in the employee's interests, having already negotiated for the employer . . . I can see no problem.

Mr Davidson: No there isn't. When contractors are acting as employers we would not seek to represent them, but we would expect to represent them in negotiating a contract, in problems affecting the profession as a whole—on a political level or economic level or in relation to the EEC.

Mr Blum: The aim of the union in representing the employee pharmacist is more in regard to the larger multiples.

Mr Davidson: I think we ought to be quite blunt as to what we mean. Within our terms of reference we want to raise the general level of remuneration for pharmacists in general practice—employees and small contractors. That is one of our prime motivations. They have fallen badly out of line in relation to comparable professions and by reference to their previous relationship to hospital

Continued on p742



Mr S. Davidson (left) and Mr S. Blum discuss a point during the interview

ASTMS pledge on unity

Continued from p741

pharmacists—or by any yardstick you like to use. We hope to do something about that.

C&D: Can you elaborate on how the section would be self-governing?

Mr Davidson: As you know we have set up a steering committee, and as soon as the section is of an adequate size, we will hope to have elections for the committee. It will be open to any member of the section to stand for office and of course only members of the section will have the right to vote.

C&D: Do you envisage a branch structure?

Mr Davidson: Yes, I think so. It is still too early to say, but we are creating a separate machinery of communication for members even at this point in time.

Mr Blum: We were thinking of starting off on the basis of the NHS regions.

Policy decisions

C&D: Who would decide policy?

Mr Davidson: It would be up to the membership of the section. Indeed we have included in our list of aims and objectives a statement to the effect that it will be a self-governing section and only its members will have the right to determine policy.

C&D: How might policy decisions impinge on those of the union as a whole, taken at the annual conference?

Mr Davidson: I don't think they can. The policy decisions in the hands of the pharmacists are those concerned with their own section. They cannot fix policy for the hospital section, for example, or anybody else. The structure of ASTMS is based on a federation of virtually autonomous sections, subject of course to the overall rule book.

Mr Blum: Any policies regarding general practice pharmacy, so far as the union is concerned, would be decided by that section itself.

Mr Leaman: The union is not imposing on general practice pharmacy but is prepared to represent the wishes of general practice pharmacists—what they require, the union will do its best to get.

Mr Blum: Taking an extreme case, if annual conference said, "we support nationalisation of pharmacy", you are asking if the general practice section would then have to abide by that decision? The answer is that it would be up to the general practice pharmacy section to decide for itself whether or not to go along with the decision.

Mr Davidson: In practice it doesn't work out like that because the views of the group concerned are sought on these matters. There was an example a few years ago when a group objected to a call for

nationalisation in their sphere and the idea was dropped. Any policies that impinge on a given section are referred to that section for advice so an annual conference would tend not to take that kind of decision.

Mr Leaman: In general, pharmacists would have much greater power of control over decisions affecting them through membership of the union.

C&D: What political freedom does the group have?

Mr Blum: The group is entirely free. Because it forms a section within the union, it does not mean that any political view will be thrust down members' throats. We assume that membership will be the same as that of other sections within the union—namely of all political hues.

Mr Davidson: The section will be free to determine what policies it thinks are right for the profession. Sometimes, obviously, those will have a political connotation, and that will then become the view of the union.

C&D: What level of membership would you consider necessary for the section to become an effective organisation?

Mr Davidson: The steering committee was looking initially for a membership of between 20 and 30 per cent to give us a sound base. Clearly we would look for a rapid escalation from that point.

C&D: When you did get that support presumably you would want to be involved in negotiations undertaken by the Central NHS (Chemist Contractors) Committee?

Mr Davidson: We would certainly look for a substantial involvement, but we would have to discuss with other interested parties the most appropriate way forward. We certainly have no intention of arriving and stamping all over people who are already there. We have appealed to all other groupings in the profession to come and talk to us—and a couple already have—with the object of providing a unified basis. We have no desire to set ourselves up in opposition to other establishments or groups . . . we are anxious that a new initiative should be applied to the problems of general practice pharmacy.

Wider opportunities

C&D: Would you encourage pharmacists to get involved in other activities of the union?

Mr Davidson: Yes, we are very keen that they should become involved at all levels. Of course it provides them with a new opportunity in that sense. The union wields considerable influence in the overall scheme of things—we are the seventh biggest union in the country, we are TUC members, and we have a whole range of international affiliations. There is an opportunity to play a much bigger role in a wider sphere. It gives pharmacists access to our Parliamentary machine; we have the largest Parliamentary committee of any trade union.

Mr Blum: I think it's fair to say that amongst ASTMS membership we also have a number of Members of Parliament other than of the Labour Party . . . Conservatives, Welsh Nationalist and Liberal.

Mr Davidson: Of course, only the Labour MPs serve on the Parliamentary committee

because it is a Parliamentary committee of the Labour Party and includes members of both Houses who are our members. That is currently 28 Labour MPs and four Labour peers. So perhaps we can give the overall policies of the profession a push in that direction as well.

Mr Leaman: Pharmacists are good at making plans but cannot back them up; now they have a chance to get their own voice heard and the machinery is available to cope with the problems they face.

C&D: Would you care to comment on the possibility that further development of health centres could lead to more pharmacies closing down, and redundancy in the profession?

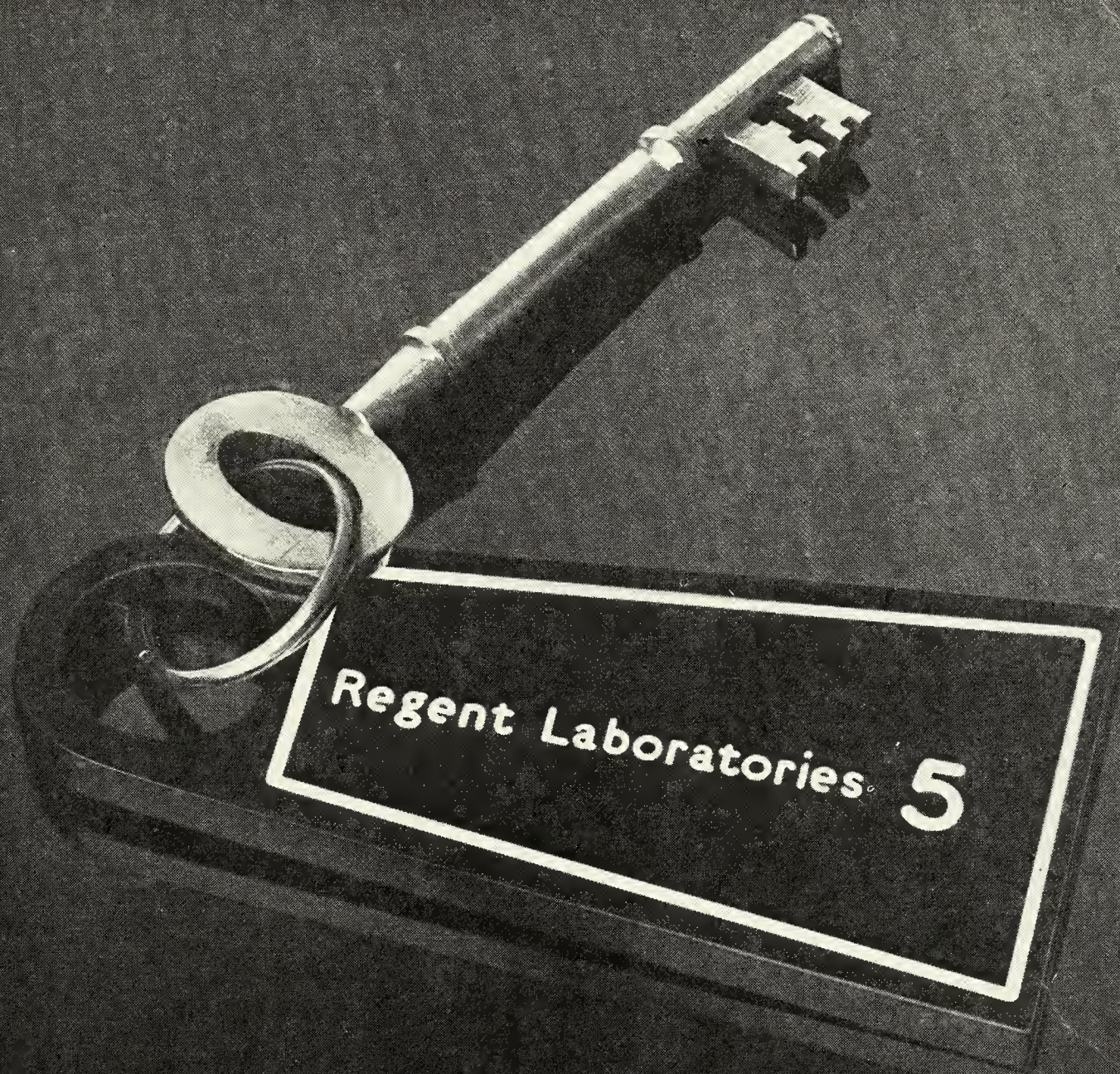
Mr Davidson: We have formulated no policy on health centres but we would certainly not equate that with the closure of general practice pharmacies and consequent redundancies of pharmacists. We have a positive attitude—that we must arrest the current serious loss of general practice pharmacies, which is not just restricting outlets for the profession but is restricting also the service to the community. We deplore the fact that pharmacies are closing at the rate of one a day and will seek to do something about it.

Mr Blum: Lack of remuneration, rather than health centre development, is causing the majority of closures.

Mr Davidson: Health centres are probably the least of the problems. The development of the multiples, the commercial policies of the multiples, their better buying power, the extension of the sales of patent medicines in supermarkets—all these are much more real pressures in relation to closures and potential redundancies . . . We are anxious to promote the aims and ideals we have set ourselves, and we are anxious to talk and meet with anyone in the profession . . . At this stage it is very much a question of pharmacists exploring the potentialities of the union.

Mrs A. C. Allison, of Brian Dobson (Chemists) Ltd, Meltham, Yorks, receives a voucher for 20 gallons of petrol as winner of first prize in the recent Vetric-Alberto Culver display competition. Presenting the voucher is Mr Adam Horsburgh, northern divisional manager of Alberto Culver Co





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Agreement on 'marking' CD containers

As a result of the National Pharmaceutical Union expressing reservations to the Home Office about a police scheme for marking containers of Controlled Drugs with an invisible dye, Scotland Yard has advised chief constables of the ten police forces operating the scheme about its continued operation.

The NPU's objections were on the grounds that its value as a crime prevention measure might diminish rapidly once criminals learn of its existence and that, by transferring medicines from properly labelled containers into stock bottles marked with the force identifying code, pharmacists might find themselves at variance with proposed Medicines Act (Labelling) Regulations—which will place upon them the obligation to ensure that medicines remain readily identifiable as to their source, date of supply, etc.

The Home Office Drugs Branch, NPU and police have now resolved that:

□ As the scheme was entirely voluntary and, despite its early state, had already achieved some measure of success, it should be encouraged to continue until such time as its value or otherwise could properly be assessed.

□ That pharmacists expressing qualms about operating the scheme should be assured that it did not involve transferring drugs from the containers in which they are received to stock bottles. The marking system would apply to any container and would permit compliance with the proposed labelling regulations.

New regulations to cover babies' dummies?

The Department of Prices and Consumer Protection is considering whether legislation is necessary to control the manufacture of babies' dummies.

The British Standards Institution last week published the first standard in the world for dummies. It was prepared at the request of the Department and UK manufacturers following public concern over the safety of certain types of dummy. Although the proposed regulations are still under discussion, they will probably invoke the British Standard and also control which imported products would be available for sale in the UK.

The Standard applies to dummies made entirely of rubber or of a combination of rubber and plastics components. The materials used should be non-toxic, all parts of the surface of the dummy must be smooth and free from any projecting points, there must be no hole in the teat in front of the flange which could allow

fluids to get in or out and the dummy must be made with a ring or some kind of knob. The standard includes four basic tests devised to take account of the varied ways in which a dummy might possibly be maltreated by both parents and babies.

When intended for retail sale, a single pack should not contain more than three dummies and the packs must be closed but the contents fully visible. Clear instructions on the care and use of the dummy will have to be shown; these recommendations are given in an appendix.

Lewis Woolf Griptight Ltd, who claim to be the largest manufacturer of babies' dummies in the UK, and Wm Freeman & Co Ltd will be making their dummies according to the new standard.

BS 5239:1975. BSI sales department, 101 Pentonville Road, London N1; £2.10.

Bradford Alliance wins training award

Bradford Chemists Alliance Ltd, the Yorkshire-based pharmaceutical wholesalers, have won the Distributive Training Award.

The Award was instituted by the Distributive Industry Training Board in 1973 to give public recognition to companies operating the best training programmes in the retailing, wholesaling and mail order industry. It is marked by a distinctive black and gold emblem which can be used on stationery. Although not first in pharmacy to receive the award—Underwoods (Cash Chemists) Ltd won it earlier this year (*C&D*, May 3, p589)—Bradford Chemist Alliance is thought to be the first pharmaceutical wholesaler to do so. The latest list of award winners also includes Scholl (UK) Ltd.

Needles, Ortho-Novin supply on FP10

The concession on Drug Tariff hypodermic needles supplied on Form FP 10 is being withdrawn from December 1. The concession was made by the Department of Health during the shortage of needles and permitted payment based on the chemist's endorsement indicating the type of needle supplied. From December 1, payment for all hypodermic needles supplied on FP 10 will be the Drug Tariff basic price.

The Central NHS Committee also warns contractors that, as the prices of the Dialpak and of the Pushpak of Ortho-Novin differ, they should endorse all FP 10s ordering Ortho-Novin 1/50 indicating whether the Dialpak or the Pushpak has been supplied before the forms are sent for pricing. In the absence of endorsement payment will be certified for the cheaper of the two packs.

Drug Tariff amendments

The latest quarterly list of revised prices and amendments to the Drug Tariff gives warning that from January 1, 1976, spread plaster belladonna BPC 17.5cm diameter will be deleted.

Other amendments include the transfer of thyroxine 50mcg tablets from part VA to VD from August 1, notification of size for vaginal contraceptive diaphragm (DT) type A, and further changes in part VII as a result of the revision of oxygen fees.



Mr R. Solomon (left), Park Pharmacy, Netherton, Bootle, Liverpool, receives a gift voucher from Mr A. Barnes, national accounts manager, Lilia White. The voucher was first prize in a competition run jointly by Lilia White and Vestric Ltd. Pictured between them is Mr G. Little, manager of Vestric's Speke branch

NI pharmacy closure rate one in 20-25

The annual rate of pharmacy closures in Northern Ireland is currently 4 to 5 per cent, according to the annual report of the Ulster Chemist Association's Executive Committee.

Mr H. Porter, secretary, UCA, told *C&D* that the closure rate had increased over the past year—there was a net closure of five pharmacies in two recent months alone from a total number of about 550.

Many pharmacies have been damaged during the past year, and several completely destroyed—the committee add that pharmacists are to be congratulated on their dedication to provide a full service in difficult times. Other contributory factors to the closure rate are given as economic strictures, the opening of health centres and the increasing average age of those engaged in the profession.

The Association's work continued successfully during the year, despite the continuing unrest in the Province. Attendances at committee and subcommittee meetings had been good, although some country members were reluctant to face the hazards of late night travelling and they kept in touch by telephone. Eight UCA members—including Miss C. E. Culbert, a past president—and also Miss A. E. Strachan, a former secretary, died during the year. Mr C. S. Ritchie retired from his position of secretary during the year, and was succeeded by Mr H. Porter, whose appointment became permanent after a six month trial period. The combined UCA-National Pharmaceutical Union subscription was raised to £25 plus VAT from October 1.

Two of the eight retiring members of the committee did not wish to stand again this year, and no new nominations were received. The six retiring members thus re-elected are: Messrs T. M. Glass, A. Moore, W. J. Moffett, E. G. Mackle, J. D. McKee and R. F. S. Thornton. The two vacancies are to be filled by co-option.

People

Mr M. J. Cahill, MPSI, Barrister at Law, has been appointed registrar of the pharmacological Society of Ireland. Mr Cahill, who was previously assistant registrar, replaces Mr J. G. Coleman who retired last month.

Dr John C. Gilbert, reader in pharmacology, University of Aberdeen, has been appointed to the new chair of pharmacology, department of pharmacy, Heriot-Watt University, Edinburgh. In his research Dr Gilbert has made important contributions to the biochemical pharmacology of the central nervous system, particularly in relation to epilepsy and the action of anti-convulsants. Since 1973 Dr Gilbert has been an elected member of senatus academicus, Aberdeen University, and a member of the boards of the faculties of medicine and science. He will take up his appointment in summer 1976.

Deaths

Acheson: On November 20, Mr James Cleeland Acheson, MPSNI, Belfast, aged 78. Qualifying in 1927, he took over the running of the family pharmacy in Cromac Street, Belfast, closing it on his retirement about a year ago. Mr Acheson was for many years an active member of the Ulster Chemists' Association Executive Committee and was president in 1948. Outside pharmacy he was a prominent mason with Galen Masonic Lodge No 437 which has a large pharmacy representation.

Bell: Recently, Mr John Bell, MPSNI, Kesh, co Fermanagh. Mr Bell who served his apprenticeship with Woodside of Ballymena, co Antrim, registered as a pharmaceutical chemist in 1933. For forty years he conducted his own business at Kesh until about a year ago, when he retired. Mr Bell was a brother-in-law of Mr James Russell, manager of Sanger's Bristol branch.

Hamilton: On November 12, Andrew Hamilton MPS, 91 Ormonde Drive, Muir-end, Glasgow. Mr Hamilton qualified in 1933.

Miskimmin. On November 15, Mrs Mavis Crawford Miskimmin MPSNI, JP, 2 Upper Castle Park, Belfast 15. Mrs Miskimmin was a former employee of Tate's Medical Hall, Royal Avenue, Belfast 1, and had served as a member of the Northern Ireland Health Service Board, prior to the re-organisation of local government in 1973.

News in brief

□ The World Health Organisation has announced that Asia is now free of small-pox for the first time in recorded history. A milder form still persists in Ethiopia but will probably be eliminated by next spring.

□ A fifth supplement to the Approved Names 1973 booklet has been published

Topical reflections

BY XRAYSER

Identification

The traditional pharmacy of my younger days was never in any danger of being mistaken for something else. There were characteristics which were found nowhere other than in the pharmacy, and there were few places of business into which the personality entered so strongly, for there were goods and services which made it a place apart. Anyone suggesting that managers, assistants and staff generally should have to wear an identification badge on their lapel would have been laughed to scorn, and indeed I should feel that I had failed in some way if the members of my staff were not known personally to the customers without the necessity of being labelled.

And now we have the identification of premises by means of what is described as a motif, a startling example of which appears on p711 in connection with a new campaign initiated by the Co-operative movement for the purpose of identifying their pharmacies. The figures are modern and resemble nothing so much as the symbols which have replaced the words with which chairmen are accustomed to open a meeting. That the motif is to appear in advertising in newspapers, on television, window stickers, door signs, till stickers, hanging signs and name badges for staff suggests thoroughness, to say the least, but it seems to be one more step away from the professional dignity which one had come to associate with pharmacy.

The organisation itself states that the scheme is regarded as "the solution to its need to identify, in advertising and promotional terms, activities and special offers which are exclusive to the pharmacy trade." Precisely.

Medical politics

There appears to be several directions in which the medical profession and the Government are at variance at the present time and the situation appears to be confused. So far as my contact with the general public is concerned I have not found much sympathy for the doctors. Indeed they seem to have succeeded in alienating large sections of the public and the Press, and it may take a long time for a rehabilitation of the standards by which they have been recognised. The general attitude I have encountered is that doctors were thought to be above such behaviour.

But I was interested in a leaflet, emanating from the British Medical Association, intimating the establishment of a "Fund for Freedom". It asks three urgent questions, one of which reads: "Do you agree that the proposals of the Secretary of State must be opposed with resolute determination?" I have not come across irresolute determination. One interesting feature of the document is that it is issued by the Hospital Medical Staffs Defense (*sic*) Trust, and it asks that money should be sent to that body—again spelt defense—at BMA House. Can it be that those who are responsible for the campaign are already in preparation for emigration to the USA? If so, there may after all be such a state as irresolute determination.

by the British Pharmacopoeia Commission, 8 Bulstrode Street, London W1M 5FT. The new supplement, which becomes effective December 1, lists 40 names, three amendments to the main list, and two amendments to previous supplements.

□ The EEC Council of Ministers has adopted a Directive on the composition and labelling of fruit juices and nectars. However, according to the Ministry of Agriculture, the Directive takes full account of differences between UK and Continental practices and will not ad-

versely affect the interests of producers and sellers of fruit juices and nectars, nor reduce the range of products available.

□ Turnover in September for Co-operative society pharmacy and optical departments fared better, at 26.6 per cent higher than last September, than the general increase of trade of 18 per cent. According to the Co-operative Union Economic and Research Department, turnover of pharmacy departments is so far running 19.7 per cent higher this year compared to 1974.

Discover Trend '76

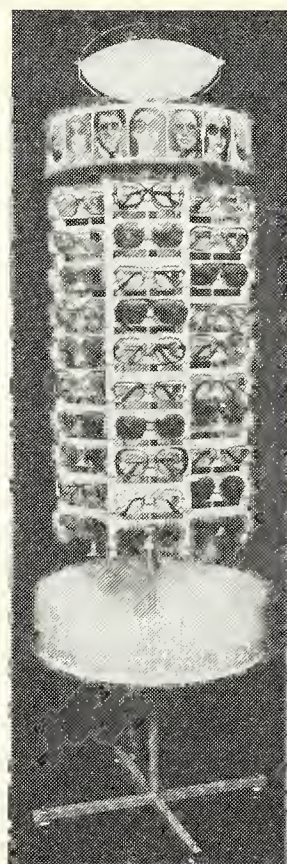
— the brand leaders from West Germany

Sunglass
Fashions from
UVEX

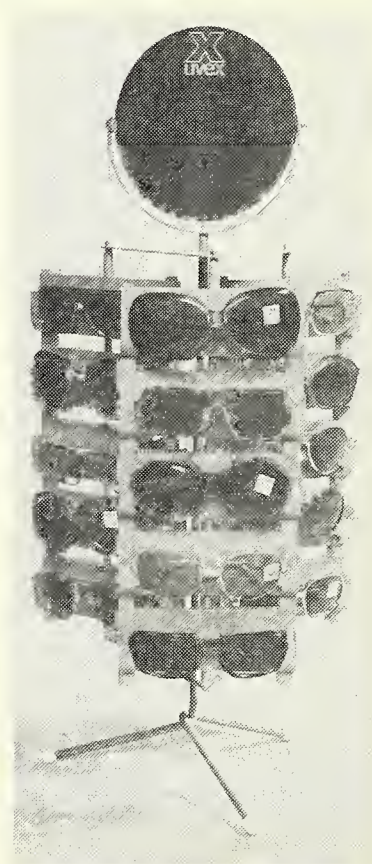
Join us on a journey through UVEX fashion land '76:—



Junior range of 16
models on display card



Floor Stand holding
80 Assorted models



Counter Stand holding
30 Assorted models

VARIOMATIC LINE: The eye protection for those who demand the best. Colour of the lenses changes with the intensity of sunlight. Lenses are optically ground, distortion free and ultra-violet proof.

POLAVISION LINE: Styles represent fashions from UVEX for today's people.

LADY LINE: Definitely in the best of taste, with a classic touch of delicately shaped frames.

SATIN LINE: The new lacquering effect, for the fashion conscious woman.

NOSTAL-CHIC LINE: Revival of sunglass fashions from the GOLDEN FIFTIES.

BI-COLOUR LINE: Will run big during the coming season. Graduated lenses combined with unconventional frames.

THE UVEX "TREND COLLECTION '76" is definitely a fashion leader — TO HELP MAKE YOUR '76 SELLING SEASON MORE SUCCESSFUL.

FOR FULL DETAILS COMPLETE AND POST THIS COUPON TODAY

Please send me details of the UVEX range of sunglasses and display systems.

Name.....

Address.....

Sole UK Distributors

BOMA PRODUCTS & CO., 28 Paris Avenue, Newcastle, Staffs. ST5 2RQ.

Tel: 0782-617797

New products

Sundries

Inhalant tissues

Breathe Free inhalant tissues designed to relieve nasal stuffiness, have been introduced by Smith & Nephew. They come individually sealed in foil sachets, and each tissue is impregnated with a formula containing eucalyptol, Siberian pine needle oil, oil of white thyme, Spanish rosemary oil and terpineol. 10 tissues come packed in a handy carton pack (£0.21) (Smith & Nephew Ltd, Bessemer Road, Welwyn Garden City, Herts).

Air freshener for cars

Secto have introduced the Astral car air freshener fascia unit (£0.32) designed to dispel stale and unpleasant odours in the car. Mounted to the dashboard fascia, it is claimed to last for up to one-and-a-half months, depending upon the car interior temperature. The plastic unit is packed in a four-colour blister pack, available in outers of 20 with free wire counter display stand (Secto Co Ltd, Carlinghurst Road, Blackburn, Lancs BB2 1PN).

Hand magnifier

A hand magnifier (£1.91), large enough to enlarge the whole of a 35mm negative or transparency, has been introduced by Paterson Products Ltd. The $1\frac{1}{2}$ x $2\frac{1}{4}$ in acrylic lens gives a magnification of $2\frac{1}{4}$ times, and the modern design of handle, which is moulded in light grey ABS plastic, allows a comfortable and steady grip (Paterson Products Ltd; UK distributors: Rollei (UK) Ltd, Denington Estate, Wellingborough, Northants NN8 2RG).

Cosmetics and toiletries

Three products added

Three additions to the Napa range have been made by A. J. Box & Drivers Ltd. They are a Cologne spray in the It fragrance (£1.25), which will receive advertising support in women's and men's magazines in December; a 300cc pack in the herbal bath foam and pine bath foam ranges (£0.33). All three products carry an introductory bonus of 14 as 12 (distributors: Rexnell Ltd, 32 Powerscroft Road, Footscray, Sidcup, Kent DA14 5EG).

Winter protection

Charles Revson have introduced moisture renewal creme (£7.00) in the Ultima II range. It is a night cream to lubricate, moisturise and protect the skin from winter cold and winds. On application the oil-in-water cream is said to liquify quickly to give rapid absorption, leaving "only the barest film" on the face (Charles Revson, 86 Brook Street, London W1).



Us 'roll on'

Johnson Wax are expanding their Us brand with the introduction of Us Roller (£0.36), aimed at the roll-on market estimated to be worth £4.2m. The result of three years research which pointed to the levelling off of the growth of the aerosol antiperspirant market, and the gradual expansion of the roll-on sector, the Roller is aimed at men and women and particularly the young in keeping with the brand image.

Shaped like mini Us cans, Us Roller comes in three fragrances: original, with blue domed cap; fresh herbs with green cap, and beechwood, with a brown cap. The 28cc Rollers are packed in cartons of 12, in single or mixed fragrances, which



are designed to convert into display boxes.

The makers are supporting their product with a £300,000 television advertising campaign next April lasting until July, featuring a new commercial showing the Roller and aerosol brands. They aim at achieving a 7 per cent brand share in the first year (Johnson Wax Ltd, personal care division, Frimley Green, Camberley, Surrey).

Prescription specialities

PEXID tablets

Manufacturer Merrell division, Richardson-Merrell Ltd, 20 Queensmere, Slough, Berks SL1 1YY

Description White, round, flat bevelled-edge tablet with concentric circle "M" design one side, scored on other, containing perhexiline maleate 100mg

Indications Prevention of angina pectoris. Management of ventricular extrasystoles

Contraindications History of sensitivity. Severe liver or renal disease

Dosage Initially 2 tablets twice daily, swallowed whole. On satisfactory control of angina, reduce to lowest effective dose. If side-effects too severe dose may be reduced to 100mg in the morning, 200mg or 100mg at bedtime. Where rapid effect not essential, side-effects may be avoided by starting with 100mg in the morning and 100mg at bedtime. Maximum 400mg daily

Precautions Not intended for treatment of acute attack, for which sublingual nitroglycerin should be used as necessary. Should not be used for arrhythmias in acute phase of myocardial infarction. Still being evaluated in supraventricular arrhythmias. Should not be used during first trimester of pregnancy or during lactation unless potential benefits outweigh risks. Patients should be warned not to drive or operate machinery if dizziness occurs. Periodic serum enzyme determinations are recommended and drug should be withdrawn if there are persistent elevations in levels and in specific liver function tests

Side effects Usually transient. Dizziness, headache, nausea, vomiting, nervousness, weakness, tremors, gait disorders, syncope, changes in libido, paraesthesias, genitourinary symptoms, flushing or sweating,

rash or urticaria. Raised serum enzyme levels. Rare instances of bilirubin elevation have been reported but relationship with drug has not been established

Storage In a cool dry place in amber glass bottles

Packs 50 tablets (£4 trade)

Supply restrictions Interim prescription only order

Issued November 1975

Cosylan reformulation

Parke, Davis & Co, Usk Road, Pontypool, Gwent NP4 8YH, are changing the formula of Cosylan to contain dextromethorphan hydrochloride 13.5mg in 5ml (125ml, £0.28 trade; 2.25L, £3.77½). The indication "for dry, irritating cough" remains the same. From December 1 all prescriptions for Cosylan should be filled with the new formula and arrangements are being made for the exchange of old formula unopened stock (125ml and 2.25L). The new 125ml size will be packed in a distinctive OTC carton.

Kolantyl gel 500ml

Merrell division, Richardson-Merrell Ltd, 20 Queensmere, Slough, Berks SL1 1YY, are replacing the 1000ml size of Kolantyl gel with a 500ml pack (£0.58 trade).

Otosporin 10ml drops

A 10ml dropper bottle (£1.19 trade) of Otosporin ear drops has been introduced by the Calmic medical division, Wellcome Foundation Ltd, Temple Hill, Dartford, Kent DA1 5AH. Otosporin, Neosporin, Diconal and Valoid have been transferred from the Wellcome medical division to the Calmic medical division.

Trophysan-L solutions

Servier Laboratories Ltd, Servier House, Horsenden Lane South, Greenford, Middlesex, have introduced Trophysan-L 10 (1 litre, £5.60 trade) and Trophysan-L conc 10 (500ml, £3.08), solutions of pure crystalline L-amino acids, sorbitol, minerals and vitamins for intravenous infusion. They are available to hospitals only.

Trade News

Branded goods claim 'first' in retail development

Retail customers of Branded Goods, Stoke on Trent, are to benefit from the services of a development manager who will help them develop and expand their businesses.

Appointed to the post from December 1 is Mr R. G. Turner who was with Spar-Vivo before becoming training manager with ICML (Branded Goods are Numark wholesalers). His experience covers site assessment, shop fitting, shop layout, merchandising, stock rationalisation, the application of pricing policies and retail staff training.

His services will be provided free of charge to all B.G. members although accommodation expenses while working away from home for a particular retailer will be debited to that retailer. It is intended that Mr Turner will visit all B. G. customers on a rota basis to offer both advice and practical help in developing both turnover and profit.

Branded Goods managing director, David Ward-Best, says: "We believe this is the first appointment of this type by a wholesaler in the chemist field. The thinking behind this move is to help the retailer improve sales in an increasingly competitive market. Long term that must be good for both of us."

Wella leave motor racing

Wella (Gt Britain) Ltd, Wella Road, Basingstoke, Hants, have announced that they are withdrawing from motor racing sponsorship for the 1976 season. This is due to "the uncertain economic climate" and the need to channel resources into areas which more directly affect product sales. Wella first became involved with motor racing in 1973 and for the past two years have had success with their driver Ted Wentz.

Supplies now adequate

Following supply difficulties with Interdens, Nicholas Laboratories Ltd, Bath Road, Slough SL1 4AV, announce they now have adequate supplies of a timber which meets the requirements of both "firm" and "standard" grades. Future supplies of Interdens gum massage sticks in the UK will therefore be in one presentation, the separate grades of firm and standard being discontinued.

'Name the sign' quiz

Aimed at strengthening Valderma's appeal to the teenage market, Reckitt and Colman Products, pharmaceutical division, Dansom Lane, Hull HU8 8DD, are offering prizes of three weekends for two in Luxembourg to the winners of the Valderma soap zodiac quiz. Included in the prize is a visit to the Radio Luxembourg studios, and for the runners-up there are prizes of 400 zodiac sign pendants.

To enter the competition contestants

have to fit the correct names to pictures of the signs of the zodiac and complete an advertising slogan. Entries must be received by February 28, 1976 and be accompanied by a wrapper from a bar of Valderma soap. A display unit to hold entry leaflets together with eight medium tubes of Valderma and four bars of soap is available. Chemists who agree to show the unit for one month and to take a certain number of cases of product will receive a gift of a free record.

Publicity for the quiz will be given on Radio Luxembourg where Reckitt and Colman have been sponsoring "The stars horoscope show" since July.

Trial offer price

Robinsons of Chesterfield, feminine hygiene division, Wheat Bridge, Chesterfield, Derby, are offering the consumer Pantie Towels by Nikini at a special reduced trial offer price. Throughout November and December a pack containing 10 towels of Pantie Towels by Nikini will sell at 16p.

Pantie Towels by Nikini are currently being featured in a national consumer advertising campaign using women's magazines, including: *True Romance*, *True Story*, *Woman's Story*, *Cosmopolitan*, *Family Circle*, *My Story*, *Over 21*, *Romance* and *She* magazines.

Vestric December promotions

Vestric Ltd, Chapel Street, Runcorn, Ches WA7 5AP, are promoting the following products in December: Sunsilk hairspray and shampoo; Clear Night; Mac lozenges; Aquafresh; Midas foam bath; Amami foam bath; Kleenex Boutique; Alberto 2 in 1 Quickset; Alka Seltzer and Alka Mints; Nikini pads; Pharmaton capsules, Propa PH; Famel syrup, Famel honey & lemon linctus and children's cough linctus; and Wilkinson Bonded blades.

Coupon drop

Reckitt Products, Reckitt House, Stoneferry Road, Hull HU8 8DD, continue their "coupon drop" operation this week. The coupon carries 4p off next purchase, any size Steradent powder, or tablets, plus a denture bath offer at 30p, representing a saving of 20p. The coupons will go to some 5.5m homes throughout the country except in the London and southern areas where coupons were distributed earlier in the year.

Reduced prices

French Almond spray Cologne and spray musk are being offered at a special reduced price of £0.99 by The House of Roberts Windsor. Ltd, Grange Industrial Estate, Llanfrehfa Way, Cwmbran, Mons. The perfumes are mounted on a sketch pack card.



Rupert Bear promotion

Cow and Gate Ltd, Guildford, Surrey, are offering two free Rupert Bear posters in return for 15 labels from their strained baby meals. The range of six posters are printed in full colour and measure 17 X 24ins. Leaflets giving details and pictures of the posters are obtainable. On receipt of 15 strained baby meal labels, Cow and Gate will select two posters and send them off together with a "bounce back" leaflet offering customers the opportunity to collect additional posters for a further 10 labels per poster. The offer closes January 9, 1976.

Spillers pet foods

Spillers Bonus Meal has been reformulated and repacked. Spillers Ltd, Old Change House, Cannon Street, London EC4M 6XB, are offering a trade bonus during December. Packs of large size Spillers Caperns budgie seed will be flashed with "At least 2p off recommended price" in a pre-Christmas promotion.

Cosmedin repackaged

D.D.D. Ltd, 94 Rickmansworth Road, Watford, Herts, have produced a new pack for Cosmedin No. 1 and Cosmedin No. 2. In addition to the new packing, there is a crowner available to stockists, which enables the product to be easily seen by customers; the two Cosmedins sell at 41p.

Buccaline Berna returns

Buccaline Berna tablets (7 tablets, £0.57) of the Swiss Serum and Vaccine Institute are now available again from Farillon Ltd, Chesham House, Chesham Close, Romford, Essex RM1 4JX. The tablets are for prevention of complications of colds and influenza.

Unichem Christmas bonus

Unichem Ltd, Crown House, Marden, Surrey, "member only" offers for December include: Sunsilk shampoo; Harmony hairspray; Signal toothpaste; Kotex Simplicity and Sylphs; Copak vials. The period of the offers is December 1-20.

Continued on p752

It's twins!



The new Steradent 50 twin pack.



POLAROID

The beautiful eyes of Polaroid.

Beauty will be our story next year.

We went to 4 continents to find the dramatic styles that went into the 1976 Polaroid Sunglass collection. And from top designers around the world, we chose shapes, colours, textures — over 100 in all — for every taste and every price.

Squares, ovals, rounds, high fashion originals, the 'beautiful eyes of Polaroid' give you every trend that fashion takes. And your customers will find them in the latest Polaroid display, because the newest styles from Polaroid attract attention just by being in your shop.

Quality is our story every year.

Polaroid introduced the 7-layer sunglass lens many years ago. This construction is the only way that our sunglasses can provide all of the qualities we believe your customers should get.

Two cushioning layers for shatter resistance.

Two special coating layers for scratch resistance.

Plus two layers that intercept up to 96% of ultra-violet rays.

And one more layer that acts as a polarizing filter that can eliminate up to 99% of reflected glare.

Polaroid lenses are also curved to match the viewing field of the human eye to minimize distortion, giving clearer vision and greater eye comfort.

Quality is very important to us.

We know that sunglasses won't sell on their looks alone.

And killing glare is still behind every story.

The polarizing sunglass lens was developed by Polaroid.

Conventional sunglasses merely use dark colours to offset the glare that bounces into your eyes off surfaces like sand and water. But this only darkens

the glare. It is still difficult to see.

Polaroid sunglasses' polarizing filter can eliminate up to 99% of reflective glare. So the most beautiful part of the 'beautiful eyes of Polaroid' is the ability to see.

You'll see us everywhere you look.

Turn on your television set. You'll find 'The beautiful eyes of Polaroid'.

Open most of the major magazines. We'll be there.

Beautiful girls, handsome men, your customers will be seeing them through the summer in our beautiful ads next year. And one of the world's top fashion photographers provided every picture in our full-colour magazine campaign.

And there's a whole new merchandising programme too — new display stands, outstanding point of sale materials, posters, and exciting promotions.

Your distributor has the new pre-pack story.

Contact your distributor for details of our new display stands. They come to you ready-loaded and pre-priced (excluding the Republic of Ireland), with a representative selection of our 1976 collection. That means they take the trouble out of ordering — and the time out of merchandising. What's more, each 50 unit pack comes with a free pair of Multi-Filter Sunglasses — worth at least £12.00 at retail.

It's all on the way, and all with just one thought in mind. To see hundreds of beautiful customers coming out of your shop next summer with 'The beautiful eyes of Polaroid'.

Polaroid Sunglasses *Nobody knows the sun better than Polaroid.*

Trade news

Continued from p748

Silver plated teaspoon

Cow and Gate Ltd, Guildford, Surrey, are offering a free silver plated teaspoon in return for two labels from their latest concentrated orange juice and fruit syrups products. Each spoon will be engraved with the initial of the customer's choice. The offer, which ends on January 3, 1976, will run in the Southern television area.

Lux soap offer

A 20p cash refund on Lux is being offered on all packs of Kleenex Boutique until the end of December, by Kimberly-Clark Ltd, Larkfield, Maidstone, Kent. Customers send four outer wrappers from Lux beauty soap, together with the coupon from the base of a Kleenex Boutique tissues pack to receive the 20p refund.

Upjohn discount

Upjohn Ltd, Fleming Way, Crawley, Sussex, state that from December 1 the minimum order required from retail pharmacies to attract a 5 per cent discount will be £50. These terms may be obtained direct or through wholesalers.

Winter colours

Sangria (a rich warm wine shade) and fudge (a rich creamy brown) are two new Natural Wonder lipstick shades introduced to "warm up" the complexion by Revlon International Corporation, 86 Brook Street, London W1Y 2BA.



Christmas, say Sterling Health Products, Surbiton, Surrey KT6 4PH, is one of the fastest selling periods for their products. To cope with it, they have produced a range of chemist-only display material for Milk of Magnesia, Hedex and Andrews Liver Salt, based on the theme of "after party blues". The same theme is featured on free-standing dumpbin units for Andrews



January-on'y offers

For sale in January 1976 Charles of the Ritz have produced a special combined pack, "night and day treatment duo" consisting of overnight creme and hydro-protective emulsion. Also during January only, Rive Gauche eau de toilette atomiser is available for sale at £1.95. Details from Charles of the Ritz, Brook House, 115 Park Lane, London W1Y 4EU.

Larger Acurel E

A new economy pack of Acurel E, which clarifies pond water, has been introduced by May & Baker Ltd, Dagenham, Essex RM10 7XS. The new size (112ml, £1.13) will treat a pond 16 ft long by 5 ft wide and 2 ft deep. The correct amount is established from a graduated scale on the side of the bottle and a table for calculating the water volume. Acurel E clears pond water clouded by suspended algae, bacteria or organic matter by an aggregation action without the need to drain. It is not an algicide and plants and fishes may remain in the pond during treatment.

Delsey competitions

Over 10,000 "Suky" dolls are to be given away in two competitions on the Delsey range of facial tissues. One competition closes on January 1, 1976, and the second on April 30. In both, entrants have to spot the difference between special pictures of the "Suky" dolls on the entry forms and the main illustrations on the back of the pack.

Kimberly-Clark Ltd, Larkfield, Maidstone, Kent, say that stocks of special packs should be available until late December. The "Suky" dolls are new miniature (15cm) dolls retailing around £1 and will be advertised during the pre-Christmas period of the competitions.

For 'shipping chemists'

Equipment conforming to the Merchant Shipping Scales is available to chemists from BCB Ltd, 2 Moorland Road, Cardiff CF2 2YL. Included are DTI-approved first aid kits for liferafts and lifeboats, Seven Ocean emergency food ration packs, Whitfield's epilation forceps, Spencer Wells artery forceps, Lister's sinus forceps, blunt-blunt 7-in scissors and eye spud with needle.

For gluten-free diets

Rite-diet half-covered milk chocolate biscuits, the latest addition to the range by Welfare Foods (Stockport) Ltd, 63 London Road South, Poynton, Stockport, Cheshire SK12 1LA, are gluten-free and for use in gluten-free diets, not slimming as stated in New Products, November 15.

Bonus offers

Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland. Twelve dolly brushes (retail value £5.88) free with order for 24 full radial and 24 semi-radial hand-bag brushes.

J. J. Vickers & Sons Ltd, Vixon House, 182 Manor Lane, London SE12 8LY. Swallow binoculars. Extra pair (10 X 50 retailing £27.18) with order for 12 pairs from the range. Extra 5 per cent for 7 days payment.



International Chemical Co Ltd, 11 Chenies Street, London WC1E 7ET have re-introduced their free first-aid guide in a new counter unit. The guide gives advice on artificial respiration, serious bleeding, poisoning, burns and scalds, broken bones and shock

on TV next week

Ln—London; M—Midlands; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South; NE—North-east; A—Anglia; U—Ulster; We—Westward; B—Border; G—Grampian; E—Eireann; CI—Channel Islands

Aqua Manda: Ln, M, Lc

Askit powders: Sc, G

Atrix: All areas

Blue Stratos: Ln, So, A

Braun Quick Curl and HLD 50 hairstyling set: All areas

Braun Synchron Plus shaver: All areas

Cachet: Ln, M, Y, Sc, WW, NE, A, We, B, G

Casablanca: All except CI

Censored: All except U, CI

Charlie: Ln

Grecian 2000: All except U, E

Hai Karate: All except CI

Kodak cameras: All areas

Intimate: Ln

Old Spice: All areas

Philishave: All except E

Philips Home Trim: M, Lc, Y, NE

Polaroid Colour Swinger and Super Swinger: All areas

Remington shavers: All areas

Sparklets: All areas

Sparklets beer tap: Lc

Stowaway: All areas

Tegrin: Lc, Sc, G, WW, We, So, CI

Wind Song: Ln, M, Y, Sc, So, NE, G

Zubes: All except Ln

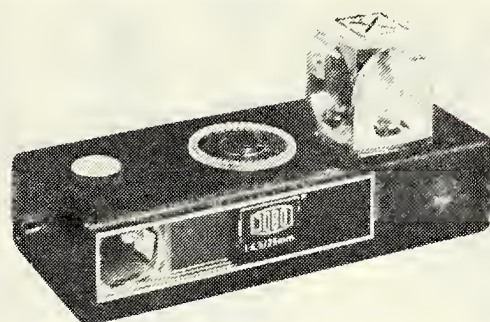
New cameras at Paris Salon

The International Photo-Ciné-Optique Salon—the oldest photographic and motion picture exhibition in Europe—has been growing in size and importance in recent years, alternating as it does with the biennial Photokina exhibition in Cologne. Here Mr Stanley Bowler reviews the developments at the 31st Salon, held recently at the Porte de Versailles, Paris.

Two new 110 format cameras were noted at the exhibition—the French Indo fura 110 XA, with a 25mm Ugo Lantz anastigmat lens, and the Jobo Mini-reporter, having a 25mm *f*/4.5 bloomed colour-corrected lens.

Another camera from the Indo range, the Unika XL, was reviewed earlier in the year (*C&D*, June 14, p799). This was for 126-cartridge-loading. It is not yet known whether the 110-model will be introduced into Britain, but its presentation was excellent in a transparent-lidded pack containing camera, soft pouch, flash-cube and flash-cube-extender, wrist-strap and a load of Kodacolor II film. The instruction book is simple, but the English text needs revision to make it more understandable.

The Jobo Mini-reporter is the more ambitious camera of the two—it is understood that it is made by the Regula company for the Jobo organisation, the latter being better known for processing equipment. The programmed shutter provides a continuous range of apertures and speeds from 1/30th sec at *f*/4.5 down to 1/500th sec at *f*/11. (Both cameras, incidentally,



Jobo 110 Mini-reporter

claim as a feature a "soft" shutter-release to avoid camera movement during exposure.) Provision is made for both expendable and electronic flash. There are two versions, the Mini 3,000 and the Mini 4,000—the latter having a CdS coupled exposure-meter with the indicating needle of the meter visible in the viewfinder.

The British Photographic Export Group has, over the past few years, been extremely energetic in publicising its members' products (with the efficient help of the Department of Trade and Industry)

in a variety of overseas' exhibitions. Paris was no exception. There were three solid blocks of British stands comprising a national representation unique of its type. Other national enterprises seemed content to show their apparatus and materials on the crowded stands of their French importer/distributors. In addition to the prime British exhibit, several other manufacturers from this country showed their products on French stands. Other companies have French subsidiaries.

As a whole this last display seemed to indicate that there is a growing awareness of Super 8 sound-on-film in the amateur field—that may be due to the increasing popularity of hi-fi sound equipment itself, so that no longer are silent motion-pictures attractive enough to expand the market. None of the equipment is in the lower price-bracket but that also applies to hi-fi equipment which sells well and in increasing quantities.

Another trend which appears, from the exhibition, to be becoming increasingly important is the provision of simple and compact drug processing-equipment for making colour-prints from either colour-negatives or colour-slides. The "chemistry" of the processing stages has been greatly simplified—down to two main solutions—and operated at moderately-high temperatures in order to reduce the time required to obtain an acceptable colour print. For the larger chemist-dealer this would seem, in the not-too-distant future, likely to be of some interest. He will, though, have to be reasonably well-informed about such processes if he is to be able to provide the advice needed by his customers.

PRICE INCREASES

FISONS LIMITED — PHARMACEUTICAL DIVISION, DERBY ROAD, LOUGHBOROUGH, LEICS.

THE FOLLOWING PRICES WILL APPLY TO THESE GOODS DESPATCHED ON OR AFTER 27th NOVEMBER 1975

PRODUCT	Prod. Code No.	Rec'dmd/ Fixed Retail Price each incl. V.A.T.	M8U Dozens	Case Value per MBU	Rec'dmd/ Fixed Trade Price Per Doz. Ex. V.A.T.	V.A.T. Rate %	Case Rate Terms per Doz. Ex. V.A.T. (1) 1-60	(2) 61-85	(3) 86-125	(4) 126-200	(5) 201-400	(6) 401-1000	(7) 1001+
		£			£		£	£	£	£	£	£	£
'BISKS' DIETARY PRODUCTS													
MEAL REPLACEMENT BISCUITS													
Bisks Choc. Wholemeal	5150	0.54	1	19	4.80	8%	4.61	4.56	4.46	4.42	4.37	4.32	4.20
Bisks Choc. Coated Peppermint Biscuits 12 x 3	4870	0.21	1	7	1.87	8%	1.80	1.78	1.74	1.72	1.70	1.68	1.64
Bisks Choc. Coated Orange Biscuits 12 x 3	4890	0.21	1	7	1.87	8%	1.80	1.78	1.74	1.72	1.70	1.68	1.64
Bisks Milk Choc. Coated Biscuits 12 x 2	4910	0.21	1	7	1.87	8%	1.80	1.78	1.74	1.72	1.70	1.68	1.64
Bisks Plain Choc. Coated Biscuits 12 x 2	4920	0.21	1	7	1.87	8%	1.80	1.78	1.74	1.72	1.70	1.68	1.64
SANATOGEN VITAMIN C													
30's	1240	0.34	1	10	2.46	8%	2.36	2.34	2.29	2.26	2.24	2.21	2.15
100's	1280	0.89	6/12	13	6.54	8%	6.28	6.21	6.08	6.02	5.95	5.89	5.72

Yeast divides by binary finary

Forty years of students' 'howlers' from a collection by Douglas Harrod

Mr D. C. Harrod, who retired from the academic staff of the department of pharmacy, Chelsea College, University of London, recently (C&D, September 27, p419), gathered together a collection of "howlers and other peculiarities" over a period of 40 years teaching. A selection appears below.

Paper or cardboard containers are forbidden for liquids.

A Food and Drugs inspector must pay for his purchase and then expose himself to the pharmacist.

Some new diseases—Bright's desiese, epelepsy, glucomena, gautoxoma, geotaxy, paralisylys.

Prophylaxis is the best form of avoiding the disease.

The pussy exudate on the underbelly is collected.

If the diseases were eradicated many doctors would become useless.

The Jenkin Case. Famous case brought against one Jenkin at about the end of the 18th century. It resulted in doctors being only allowed to prescribe prescriptions and chemists only to dispense them. Provided against the eventual extinction of the chemist by doctors who dispensed their own prescriptions. A separate law was formulated on this subject and still holds today. Chemists are not allowed to prescribe.

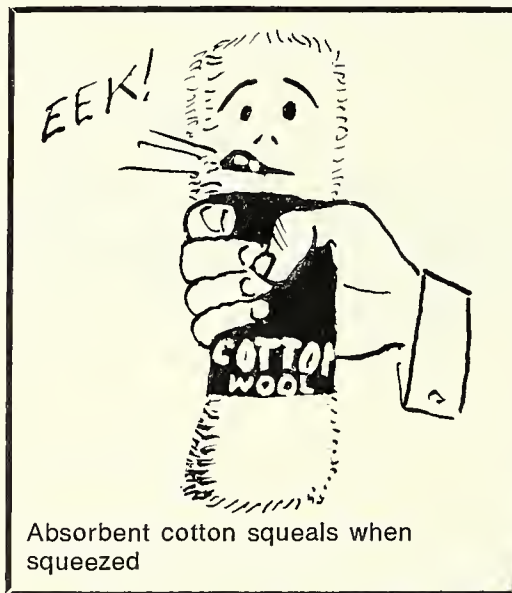
The statutory Committee may remove corporate bodies from the register of premises.

A pharmacist being indisposed through death.

Strychnine may be used for killing moulds.

Label for thyroid tablets. "The liver tablets".

Caution. It is dangerous to take this



Absorbent cotton squeals when squeezed

preparation except under medical supervision.

Glass is an easily manufactured substance and consequently there is a lot of it about.

Artificially acquired immunity may be either naturally or artificially acquired.

Adequate facilities must be provided for assistants to cook a meal on the premises ie a gas stove and sink for making tea.

On each counter one seat must be provided where female assistant are employed. Gravity tends to drag down the globule and this effect is uncontrollable.

The Cachets. Moisten with water and swallow in a draught.

Turtle eggs are used for the production of vaccines.

The egg has a built in label upon which to write ie the shell.

Krebs worked on minced chicken breasts (also pigeon breasts).

The personelles must be trained to conform to the aseptically used methods of personal habits.

The respiratory tract defends the body by entrapping viruses in the mucous lining and slowly ejecting them into the handkerchief.

The roots of gentian are dugged up.

Cinnamon produces long thin shoots like bamboo with nodes every 6 to 12 inches.

Cinnamon is prepared by circumcision.

I could give you a load of gen about synergids, antipodal cells, triploid endosperm nuclei and worse but there is no time (even for Porsch hypothesis).

Cinnamon is then made up into compound quills about 40ft long.

Alginates can be taken internally ("Ready Brek" contains no alginate) Ugh!

The constituents of ergot are extremely toxic and so great care must be taken to see that none are present.

There are no males in cochineal because they die immediately after fecundation of the females, lose their cocoons and wither. Collection etc of cochineal. The females soon call out for the males who drop in and mating occurs.

Digitalis is collected from a tree when the fruit is in flower.

Palea are petals which are not very petal like in character.

Lignified fibres stain red with phloroglucinol and HCl and yell with aniline HCl.

Cascara contains a gripping principle.

Cinnamon bark is then scrapped using a scrapper.

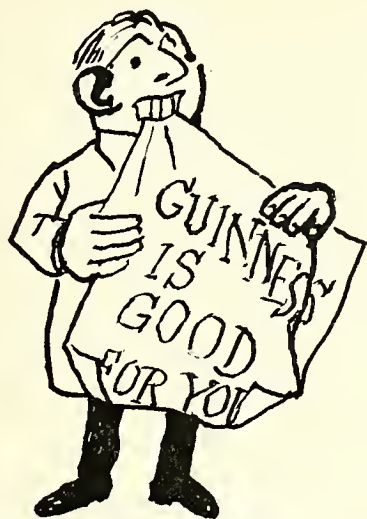
The Council of the Pharmaceutical Society consists of doctors, representatives of the Home Office, representatives of the armed forces and representatives of the legal profession.

Purified through a well-ventilated horse



The Council of the Pharmaceutical Society? (see above)





Posters and circulars which are recommended as medicines

Agar. The seaweed is beaten etc to get rid of any sand and other dead remains of sea life eg mussels and barnacles. Agar is raked up from cultivated poles. Absence of kneps in the knap.

I am not quite sure what is meant by evaluation.

Wool is in the weft while cotton is in the waft.

The larva stage is the stage when the insect is very vivacious ic eating abundantly. Birds often kill insects and so act as natural insecticides.

Unfortunately I do not know anything about the pharmacognosy of penicillin as yet however I do intend to make a strenuous effort over the Easter holidays.

... and from a London pharmacy

The following were requests received in a London pharmacy, mostly written on odd scraps of paper or cardboard.

Siddletyzes powder, Sedtlytzs powder, Sitless powder and strong giblets powder.

Glycerine superstition for a baby.

Can't-afford-it oil.

Borlocks en 'unney for a baby wots cort a thrush.

Automatic vinegar.

20 volts porozide for the hair.

Sir, the boy I am sending up, is back side keeps hitching, I think he may have the worms, have you anything for it.

Twopennyworth of that rag whats got ointment on it.

Please can you give me something for a black eye that's going to be.

A bottle of Caroline motion.

Cartoons

by ...



Subscribers will welcome, we are sure, the chance to see again cartoons drawn by "Hut". Although sufficiently recovered from his eye operations to illustrate this article, we regret that it is impossible for him to renew the popular "personality portraits" he drew for C&D over many years, particularly at BP Conferences and branch functions. "Hut" sends best wishes and seasonal greetings to all the friends he made in pharmacy.

NCT suggests scheme to encourage reinvestment

The National Chamber of Trade has written to the Chancellor of the Exchequer suggesting a special scheme to encourage reinvestment of profits.

The Chamber's letter states particularly that there is a need for the burden of capital and income taxes to be eased for small firms, so as to ensure their existence is not threatened. "We advocate urgent consideration of an arrangement whereby smaller businesses would be allowed to retain a portion of their trading profits on a 'tax free' basis, on the understanding that such monies were to be allocated to expansion, development or for increased working capital of the business and used for one or all of these purposes within, say, five years of retention. It is accepted that the appropriate taxes would become due, together with interest, in the event that the money is not so used within that period." The letter adds that the Chamber is not in favour of subsidies or grants "which may bolster up inefficient firms and encourage wasteful expenditure."

The Chamber considers that various Income, Corporation, Capital Transfer and Capital Gains Tax matters are anomalous or unreasonably prejudicial to the smaller type of business. It feels that such matters are generally capable of correction without any serious effects upon Government revenue but their presence created real hardship "which we cannot believe was in contemplation when the taxes were imposed."

A memorandum addressed to the Board of the Inland Revenue lists the points

raised by the Chamber. They include self-employed National Insurance contributions, capital allowances in respect of commercial buildings, partial relief for increased value of trading stock, and relief from Capital Gains and Capital Transfer Taxes on transfer of a share of the business to dependents or an employee on retirement or death.

The Chamber would also like to discuss with HM Customs and Excise, such problems as: difficulties arising from imposition of the 25 per cent rate of VAT on electrical household goods and their repair; raising the limit of retailers' special schemes C and D; simplification of VAT 100 (Part B) in respect of small retailers, (with a definition suggested as those with a turnover of less than £50,000 a year); and inspection of business records.

The letter enters a plea for a reversal of the trend towards ever-increasing complications in the tax structure. A feeling of frustration over tax matters had been detected recently as spreading to civil servants "and we believe there to be a very real danger of a breakdown of the administrative machinery." The letter also calls for a declaration of intent that overall rates of direct taxation will be reduced, when inflation is under control, so as not to exceed the average rates of other EEC countries. While supporting the Government's anti-inflation policy and accepting the need for some control of prices, the Chamber states it considers it equally important that national and local government expenditure should not be increased.

Westminster report

Municipal trading Bill laid before Parliament

The West Midlands County Council Bill, which would give the West Midlands local authority power to supply pharmaceutical and cosmetic products within its area, was to be deposited before Parliament on Thursday. A spokesman for the County Council told C&D that it would probably be several weeks before the Bill was debated.

The National Pharmaceutical Union has expressed concern to its Parliamentary adviser. The National Food and Drink Federation is organising a Parliamentary lobby and has sent petitions to Mrs Margaret Thatcher, leader of the Opposition, and other MPs.

Budget under scrutiny

The Department of Health is looking at the NHS pharmaceutical budget to try to see whether "restrictions" can be made

there, according to Dr David Owen, Minister of State for Health. Speaking during the Commons debate on the Queen's Speech last week, he said that the pharmaceutical budget—"which is expensive"—is about 5 per cent of the overall NHS budget.

Dr Owen also remarked about the working party which was looking into the allocation of resources in an effort to redress the inequalities between the regions. No decision had yet been made, and the working party's proposals about switching revenue from the four London and the Merseyside regions to other regions "will be difficult to achieve".

Prices policy

The present price controls will continue to be rigorously enforced and the programme of price display and unit pricing will be accelerated. It was stated in the Queen's speech at the opening of the new session of Parliament. A programme of price stabilisation of more essential goods will be introduced once cost increases decline.

Letters

Beware a take-over bid by ASTMS

We have a Pharmaceutical Society, the Council of which represents our professional interests—and is elected by all interested registered pharmacists. We have the NPU—the Executive Committee of which is elected by all interested members thereof—to represent their commercial interests. We have the Central NHS (Chemist Contractors) Committee, partly directly elected by Pharmaceutical Committees (and almost certainly in the future by individual contractors themselves) to organise and pursue representation in negotiations in respect of their NHS contract. We have the JIC in which a union-led employee "side" negotiates with a representative employer "side" to regulate intra-professional remuneration for both qualified and unqualified employees. Every pharmacist in the country has the right and ability to influence, through regular elections, the policies and indeed the very membership of all those bodies and, if he can persuade sufficient of his colleagues of his merit and ability, the opportunity to serve on them himself.

Yet what do we find today? An ever growing number of sectional and political groups and unions being whacked up in an endeavour to gain a precarious foothold within our profession.

Trojan horse

Counterbalance came and went (to all intents and purposes) because despite the nobility of its stated aims, the contractor body felt that those aims were already adequately catered for. In its death throes, sadly, Counterbalance seems now to be clutching for support at a horse of a rather different colour. I refer to ASTMS—a veritable Trojan horse if ever there was one.

Any thinking employee pharmacist reading ASTMS' current propaganda will not miss the significance of the Union's avowed intentions. If he works for a private contractor it promises simply to give him "common ground to discuss his career opportunities with his employer", whereas if he works for a multiple ASTMS will go so much further and "protect his livelihood, promotion and increased salary prospects"; and, if you haven't guessed it already, that classic piece of double talk simply indicates that ASTMS is intent on seducing both employer and employee in the private sector at one and the same time, hence the "all things to all men" spiel.

It strikes one as still more remarkable that this union is apparently so utterly altruistic as to offer pharmacy its "full financial support and bargaining expertise",—and in exchange for what? Nothing, comrades. You will not be subject to any pressures, political or otherwise!

But wait a while. What was that promise

about a "Parliamentary panel, ready made, of 32 MP's"? And that bit about "enabling pharmacists to play a decisive part in moulding the future of their profession by means of unity and a strong voice in both Houses of Parliament"? Good stirring stuff indeed. But what MP's and what future? I will spell it out, because they won't.

The over-riding political persuasion of that "panel" is Socialist (and far left at that) and the "Brigade Headquarters" is the Socialist Medical Association. Hence the presence of Stanley Blum, late of the ill-fated "Chemists Action Group" and currently a Council member of the Socialist Medical Association, as the newly appointed secretary of ASTMS steering committee for seducing the unwary pharmacist.

The ultimate aim of the Socialist Medical Association? Here, at last, we find something very straightforward indeed, comrades—the nationalisation of pharmacy. That, and that alone, is what lies at the end of ASTMS' primrose path. No wonder we're offered everything for nothing and all things for all men.

'Watch out for NAGPEP'

Watch out, too, for the National Association of General Practice Employee Pharmacists, the underlying principles of which have long been preached by Mr E. Hurt—another committee member of ASTMS steering committee. This is yet another banner for ASTMS to grasp when the time is ripe—and then there is the Joint Boots Pharmacists Association, which can be seduced at a later date, if not sooner, by the promise of "union pressure" on the employers.

This type of organised anarchy is a well-established science—and the current ASTMS/SMA operation is a classic upon which they deserve congratulation. First you confuse your victims, then you panic and divide them—and finally you move in and take over.

Counterbalance is poised for ingestion, NAGPEP will be next, then JBPA—and throughout the entire performance any shortsighted and gullible individual proprietors or employees are more than welcome for direct absorption!

The only way to represent pharmacy

There is only one way to represent pharmacy under contract to the NHS in negotiations with the DHSS, and that is through the contractors themselves. Their negotiated scales are not, and never have been, a secret from their "employee pharmacists" and both have worked, and should continue to work and pull together, through their Local Pharmaceutical Committees (ACCC's as the DHSS prefers to call them now). To get mixed up with ASTMS would be about the gravest mistake they could possibly make.

Hospital pharmacy is already a nationalised or "managed" service. Their recent "good fortune" was not achieved by union pressure—there was no "heavy bargaining" required or carried out. It was a political and very clever manoeuvre by the DHSS to create a career structure and attract staff to a service grossly short of manpower, by creating comparatively few highly paid "carrot" posts. I do not begrudge our hospital colleagues their new

structure, indeed I welcome it. But if any GP pharmacist imagines that ASTMS, or anyone else for that matter, could achieve a similar structure in the very different field, in number and organisation, general practice pharmacy he is deluding himself. And if he attempts to hitch his overall professional negotiation wagon to ASTMS or any other branch of the trades union system, in the course of that delusion he will stand in grave danger of destroying the independence and reputation of the profession to which his allegiance belongs.

R. G. Worby
London E17

None—or all

Rarely is the opportunity given us to have second thoughts and save us from making ourselves look foolish. The Council of the Society should, I think be grateful to have received such a chance.

We have learned from the Press last week that apparently the advertising pundits of the Co-operatives would seem to have offered a compromise on the use of restricted titles. Granted it is not a compromise which many of us will like, involving as it does the fact that the Co-operatives intend to continue the use of the word "pharmacy" coupled with a form of "care" for about six months or more until the public have associated the phrases with the Co-ops, but there is we must admit a certain amount of logic (even if we regard it as a twisted logic) in their argument that this is precisely what Boots did so that the public automatically associate "Boots" with "chemists"—many of us can still remember the years of advertising as Boots the Chemists.

However, I venture to predict that the Council will probably be forced to accept the compromise—probably it is as well that they do rather than engage in a head on confrontation, under the circumstances. May I be so bold as to suggest to the Council that if they do indeed decide that there is little else that they can do then there is one more step that they must in all conscience take if they are to retain the respect of pharmacists in general.

Justice must not only be done but it must be *seen* to be done. The Council must announce that if the Co-operatives are to continue to use restricted titles for a limited period then a similar concession must be afforded to the NPU in its campaign and to private general practice pharmacists in connection with such schemes as Apocaire.

Any other course is, in my opinion, unthinkable. If our Council is big enough to face up to realities and follow such a course then we shall all realise that we have a Council of realists and real men and women. They will retain our full sympathy and respect—and may I add our admiration.

If on the other hand they permit the Co-operatives to use restricted titles while denying the right to other pharmacists (and let us be realistic—the advertising bodies of the Co-operatives are *not* pharmacists, so the Council will probably only end up with another fiasco if they insist on not facing facts) then their hypocrisy will be apparent.

Edwin C. Evens
Plymouth, Devon

No 'retainer'

It has never been the practice of George, Orridge & Co to seek free advertising by entering into public correspondence in the trade Press. Thus, it is with reluctance that I write to correct an erroneous statement (as far as my company is concerned) made by "De-Frustrated" in your issue of November 8.

This gentleman stated that "certain multiples actually pay an annual retainer to some of the business transfer agents". This certainly does not apply to my firm; to do so would not only be a breach of the integrity of my company but also contrary to the ethics of my profession. We do not take annual retainers from anyone.

I have already received a letter from one private individual offering my firm "the same deal as any multiple" and I am sure that this will be the first of many such letters if my company's position is not made clear. I would be grateful, therefore, if you would bring this letter to the attention of your readers.

Derek H. Bishop
Business sales manager
George, Orridge & Co
London W1

Local people to blame?

Without being sure of the background and facts, I believe the local people have themselves to blame for the closure of pharmacies in small towns in Northern Ireland (*C&D* November 15, p691). I think it will be found that "supermarkets" are surviving in these areas, to the detriment of the local pharmacies. These super-shops are now selling Cow & Gate, Ostermilk, cut price, and a lot of what were traditional chemists' lines a few years ago. Also Germolene—but turn to your chemist for Zam-buk, expensive perfumes, etc.

The people have not supported the local chemist, who has worked long hours for them (seven days a week on call) and have gone to the "big shop" with the baskets etc, at times paying more for certain lines. I am amazed at this, I always thought a pharmacy could survive in a small town when around 30 can survive in this city against the competition of many supermarkets, which can sell certain goods cheaper than I can purchase from any of my wholesalers.

W. J. Taylor
Londonderry

Canterbury Appeal

Renewed impetus is being given to the appeal for Canterbury Cathedral with a special campaign to get 250,000 collecting boxes distributed in shops and factories throughout the country. Thanks to the help of so many concerns, small and large, in displaying these boxes, the general public will be able to make their own contributions to preserve the fabric of this historic cathedral, and its priceless stained glass, and guarantee the future of its musical foundation.

The launch of this campaign gives me the opportunity once again, through your columns, to ask for donations from those who would not wish to let our mother

church fall into ruins. Many were generous enough to respond when I wrote before and I hope that this renewed appeal will reach out to others who will wish to contribute to the massive target of £3½m.

A much more powerful voice than mine, that of Mr Robert Dougall, making the same appeal, will be seen and heard by millions on BBC TV on Sunday, December 14.

We are approaching the season of giving. What more useful Christmas gift than a contribution to the Canterbury Cathedral Appeal?

Donations should be sent to The Canterbury Cathedral Appeal, 20A Sun Street, Canterbury, Kent.

Glanvill Benn Chairman
Benn Brothers Ltd
London EC4

Drug 'factory' in garage court told

Drugs worth £70,000 on the black market and a widespread distribution organisation were uncovered by police after a raid on a south London garage, an Old Bailey court heard last week. In the drugs "factory" police found a machine capable of producing 30,000 amphetamine tablets an hour, said Mr Michael Worsley, prosecuting.

Three London men and their alleged distribution agent in Blackpool denied conspiring to supply Controlled Drugs between August 1974, and February 26 this year, and unlawfully possessing tablets containing amphetamine sulphate on February 25.

Mr Worsley said the accused were members of a substantial organisation. The "factory" was set up first in a garage at the Elephant and Castle, south London, and later in similar premises in Tooting. Drugs recovered in Blackpool, Manchester and many other parts of the country were traced back to the "factory".

Mr Worsley told the jury that when one of the accused negotiated to buy tablet-making machines from manufacturers he told them he wanted to make sherbet sweets. The firm got in touch with the police. The trial continued as *C&D* went to press.

FPA publishes list of approved contraceptives

C-film is listed as "not approved" in the Family Planning Association's "Reviewed list of contraceptives 1975" (27 Mortimer Street, London W1A 4QW, £0.25).

The FPA's advisory panel refused approval as a sole method of contraception following an FPA trial which gave a high failure rate when the product was used alone. Although it has passed the International Planned Parenthood Federation's test, C-film is not approved for use as an adjunctive method of contraception because of the difficulty of accurate placement of the film over the cervix.

Spermicidal contraceptives approved for use as adjunctives are Delfen and Emko foams; Antemin, Duracreme, and Ortho-creme creams; Duragel, Orthogynol, Preceptin, Prentif compound and Staycept



Marie Grace, Malta's contestant for the Miss World title, receives a set of Hartnell In Love—from Mr Norman Hartnell in his London salon

jellies; Orthoforms and Staycept pessaries and—for use as adjunctives with condoms only—Genexol, Glyomin, Rendell pessaries and foam.

Delfen and Staycept creams are not approved, the latter because the stored product failed the IPPF test. Syntex Pharmaceuticals Ltd told *C&D* that Staycept cream has passed the test since the list was published so will presumably be "approved" in the next review.

□ The Department of Health is hoping that regulations covering the labelling of spermicides will be made at the end of the year. Manufacturers have been asked to comment on proposals that these products should carry warnings that they should be used only in conjunction with other contraceptive methods.

Overseas news

US petition urges more warnings on drug labels

The US Food and Drug Administration is seeking public comment on a petition which urges it to extend requirements for certain prescription drugs to carry warnings on the labels.

Dr Alexander M. Schmidt, commissioner of food and drugs, said that the FDA was hoping to learn how consumers felt about the need for such labelling and to see how more information on prescription drugs could be given to patients.

"FDA's long-standing policy is that consumers should be aware of the potential side effects from prescription drugs and in many cases should actively participate with the physician in deciding on appropriate therapy," he said.

The petition says patients are not receiving adequate information from physicians or that information is misunderstood or forgotten by the patient. It urges that written warnings accompany drugs which could be harmful to pregnant or breast-feeding women, such as hypnotics and tranquillisers, together with drugs like amphetamines and chloramphenicol that the petitioners say have been overprescribed and can have serious side effects. A patient prescription drug labelling project has been established to evaluate the usefulness and effectiveness of the labelling.

Pharmaceutical Society Statutory Committee

'Dispensed forgeries while under mental pressure'

A pharmacist who dispensed two forged prescriptions had been under severe mental pressure after the death of his wife and child in a car crash, the Statutory Committee of the Pharmaceutical Society was told on Monday.

The pharmacist, Mr Nisar Kazmi, who worked in the Gloucester Road branch of Underwoods (Cash Chemists) Ltd, is now in Pakistan. Underwoods, which has 11 branches in London, and its superintendent pharmacist, Mr Brian Kerner, appeared before the Committee as the result of a prosecution against the company alleging two instances of unlawfully supplying Dexedrine Spansules. The company had been fined £100 at Wells Street Magistrates Court in June.

After hearing evidence of its efforts to guard against irregularities, the committee decided to take no action. The Committee's chairman, Sir Gordon Willmer, said they were satisfied that adequate precautions had been taken to prevent a recurrence as far as humanly possible. Any mistake that was made must have been by Mr Kazmi.

Mr George Norris, the Society's inspector, said he visited the Gloucester Road shop and noticed a number of private prescriptions which appeared to be forgeries. Two of them purported to be written by a Dr Clein and a Dr O'Neill. But he knew Dr Clein's surgery was not at the address given on the prescription, and he knew Dr O'Neill's signature. Mr Kazmi, the pharmacist in charge, admitted he had dispensed the prescriptions, but thought they were genuine. He said he had not checked the validity of the prescriptions and was very upset.

Five million customers

Mr Kerner, of Basing Hill, Hendon, who is also managing director of Underwoods, said the company employed 22 pharmacists. Last year it served over five million customers and the Gloucester Road pharmacy was its busiest dispensary. The highest standards of dispensing were maintained at all times, as well as insistence on compliance with the law and the Society's code of ethics. He usually visited each pharmacy weekly, and all the pharmacists underwent a six week training course.

Specific instructions had been given to all pharmacists to check the authenticity of all Controlled Drug prescriptions including speaking to the doctors personally. Additional precautions had now been introduced. The company co-operated closely with the police and as a result several people were arrested last year for trying to obtain drugs fraudulently.

Mr Kazmi was aware of his responsibilities. He had left the company and was now living in Pakistan. He had been with

the company since 1969 and was satisfactory. But he left mainly because latterly his work had not been "too satisfactory". He had been under severe mental pressure because he had lost his wife and child in a car accident. Mental pressures had affected his overall work capacity.

A Brentford chemist failed to appear before the Committee to explain his conviction at Marlborough Street Court in July on charges of theft and unlawful possession of drugs. Mr Vaughan Bernard Walker, of Windmill Road, was fined a total of £50 by magistrates for stealing 13 Dexedrine tablets and being in unlawful possession of the tablets.

Mr Josselyn Hill, for the Society, told

Company News

Beecham sales up £50m

Beecham Group sales in the six months ended September 30 were £251.9m against £201.5m in the equivalent 1974 period. Trading profit was £38.8m (£31.0m), reducing after tax etc to £19.5m (£15.0m). The Ordinary dividend is 2.61p.

Federated Chemical merger

Agreement has been reached between Hobstone Hill & Co Ltd and Federated Chemical Holdings Ltd whereby the activities of Hobstone Hill will be merged with those of two Federated Chemical subsidiaries, namely Performance Chemicals Ltd and Kingsley & Keith (Manufacturing) Ltd. The new joint venture will operate under the direction of Mr B. J. A. Everett and will trade as Performance Chemicals Ltd from the present site of Kingsley & Keith (Manufacturing) Ltd, Verney Road, London SE16. It will carry out its own manufacture and sales from that address.

Briefly

From December 1, the telephone number of **Armour Pharmaceutical Co Ltd**, Hampden Park, Eastbourne, will be Eastbourne 21422.

Wellcome Group South Africa increased sales by 19 per cent in the 1975 financial year to R18m—80 per cent up on the R10m sales recorded in 1973.

Grey Medical Advertising Inc, health care subsidiary of Grey Advertising Inc, New York, have opened an office in London at 50 Conduit Street W1 (tel: 493 6700). Clients include Smith, Kline & French, Lederle Laboratories, Boots Co Ltd and USV International.

the Committee that their secretary had been unable to serve the notice of the inquiry on Mr Walker because he could not be traced. He may have returned to his native New Zealand. Sir Gordon said the Committee would adjourn the case and leave their secretary to try to effect service of the notice or communicate with the New Zealand Society to see if Mr Walker had gone back there.

Propranolol in migraine

Propranolol may help to reduce the frequency of migraine, according to the latest *Drug and Therapeutics Bulletin*.

It has been found that beta-blockade may produce dilation of constricted cerebral blood vessels and the painful dilation of the extracranial vessels which occurs during a migraine attack. The bulletin says that propranolol seems more effective prophylactically than most sedatives but it has not been compared in migraine with clonidine nor with methysergide. One 40mg tablet three or four times daily is the recommended adult dose but the bulletin suggests regular prophylaxis is seldom justified in patients having less than one attack a month.

Canterbury and Thanet Health District: The office of the area pharmaceutical officer (Mr G. Hughes) has moved to District Office, Nunnery Fields Hospital, Canterbury, Kent CT1 3LP (tel: Canterbury 66877 ext 152).

Norbrook Pharmaceuticals Ltd, whose registered office is at 22 Fern Road, Godalming, was compulsorily wound up in the High Court in London on November 24. Mr Justice Oliver made the order on the petition of Norbrook Laboratories Ltd, judgment creditors for £4,750.

Appointments

Polaroid (UK) Ltd have appointed Jon Hart their customer service manager. His former post, as regional manager (north) for their consumer photographic sales department has been filled by the promotion of north of England sales representative, Chas Pearson.

Mr P. G. Marris, MPS, who has been appointed to the newly created post of retail merchandising director of Westons Chemists. He was previously south-eastern regional director of the company. Mr Marris is to initiate a major programme aimed at achieving the best use of selling space within the retail branches, and develop future merchandising policies.





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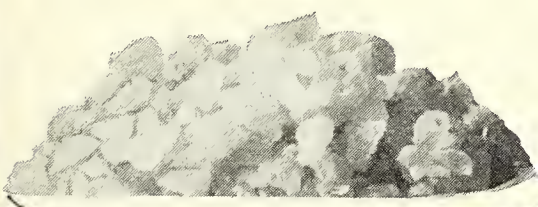
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Market News

Floor price for menthol?

London, November 26: Offers of Brazilian menthol for early 1976 shipment were withdrawn during the week as rumours circulated that the Brazilian Government were fixing a floor price for exports. Meanwhile prompt shipment offers moved up as did the spot price. On the other hand Chinese menthol was slightly easier. Lemon peel continued its firm tone; a reason given is that the Italian government is encouraging the sale of the fresh fruit in export markets by means of subsidies with the result that there is less fruit for oil production. Elsewhere in crude drugs prices drifted lower. Reduced were aloes, balsams Peru and tolu, cardamoms, hydrastis, gentian root and senega. Honey from most producing countries is firmer and the rates will rise again in January as a further increase in import tax is levied in accordance with EEC regulations. Mombasa chillies were on offer after an absence of several weeks.

Shipments of Tinnevely senna from the port of Tuticorin during October and November were:

	UK	US	Europe
Senna	Tons	Tons	Tons
leaves	—	3	535
Pods	—	—	210

In line with the firmer menthol position, Brazilian peppermint oil was dearer for shipment by £0.10 kg bringing it up to the same level as spot offers. The prices of certain magnesium salts, glucose and saccharin since last published have been adjusted. The new rates are given below.

Spain is now permitting exports of olive oil in bulk.

Pharmaceutical chemicals

Acetarsol: 50-kg lots £8.35.
Aloin: 50-kg lots £12.90 kg.
Aluminium chloride: Pure 50-kg lots, £0.8248 kg.
Bemegride: BPC £16.90 kg.
Benzocaine: BP in 50-kg lots, £4.49 kg.
Benzoic acid: BP in 50-kg lots £0.5352 kg (50 kg kegs).
Bismuth salts: £ per kg.

	under 50-kg	50-kg	250-kg
carbonate	8.12	8.95	8.90
salicylate	7.66	7.45	—
subgallate	8.13	7.90	—
subnitrate	8.33	8.10	8.05

Calamine: BP £557 per 1,000 kg.
Cantharadin: 100-g lots £0.75 per g.
Carbon tetrachloride: Technical in 4-ton lots £185.60 metric ton.
Chloral hydrate: 50-kg lots £1.00 kg.
Chloroform: BP from £337.50 metric ton in 280-kg drums to £405 in 35-kg drums. 2-litre bottles £1.61 each; anaesthetic £0.66 per 500 ml bottle.
Citric acid: BP granular hydrous per metric ton. Single deliveries £581. Anhydrous £624. Five-ton contracts £593 and £638 respectively.
Ether: Anaesthetic. BP 2-litre bottles £2.14 each; drums from £1.11 kg in 16-kg drums to £1.01 kg in 130-kg. Solvent, BP from £796 metric ton in 16-kg drums to £712 in 130-kg.
Glucose: (Per metric ton in 10-ton lots) monohydrate £178; anhydrous £410; liquid 43° Baumé £170 (5-drum lots); naked £144 (tanker 14 tons).
Glycerin: 1-5 ton lots £514 metric ton; 5-ton £511 ton, in 250-kg returnable drums.
Hydrogen peroxide: 35 per cent £200 metric ton.
Hyoscine hydrobromide: £375.50 kg.
Hyoscyamine: Sulphate £82.00 kg in 100-g lots.

Hypophosphites: £ per kg

	12½-kg	50-kg
Calcium	3.07	2.94
Iron	5.72	5.58
Magnesium	4.87	4.48
Manganese	6.12	5.72
Potassium	4.20	4.06
Sodium	3.48	3.14

Iodides: £ per kg

	under 50-kg	50-kg	250-kg
Potassium*	3.06	2.93	2.91
Sodium	4.00	3.88	—

*For crystals and granules. Powder plus £0.11 kg.
Isoprenaline: Hydrochloride £36.00 kg; sulphate £32.00.

Kaolin: BP natural £109.90 per 1,000 kg; light £114.90 ex-works in minimum 6-ton lots.
Lignocaine: (25-kg) base £8.27 kg; hydrochloride £7.98.
Magnesium carbonate: BP per 1,000 kg; heavy £422.30; light £388.
Magnesium dihydrogen phosphate: Pure £1.5725 kg in 50-kg lots.
Magnesium hydroxide: (metric ton) BPC light £950; 28 per cent paste £360.
Magnesium oxide: BP per 1,000 kg heavy £1,304; light £950.
Magnesium sulphate: (ex-works, per metric ton) BP from £78.00 metric ton; commercial £64.00; exsiccated £196.40.
Magnesium trisilicate: £528 metric ton.
Mercurials: Per kg in 50-kg lots; ammoniated £5.70; oxides—red £6.75 and yellow £6.50; perchloride £4.70; subchloride £6.00; iodide £6.20 in 25-kg lots.
Mersalyl: Acid £20.25 per kg.
Saccharin: BP in 250 kg lots £3.40 kg; sodium £3.10.

Crude drugs

Agar: Spanish-Portuguese £4.95 kg spot.
Aloes: Cape £0.97 kg spot; £0.96, cif. Curacao £1.48 nominal spot; £1.38, cif.
Belladonna: (metric ton) Herb £460 spot. Leaves £800, cif. Root £750 spot nominal.
Balsams: (kg) **Canada:** £14.60 spot; £14.25, cif. for shipment. **Copaiba:** BPC £1.65 spot; £1.60, cif. **Peru:** £4.55 spot; £4.25, cif. **Tolu:** £3.20 spot.
Benzoin: BP £2.00-£66.00 cwt; £56.00-£61.00, cif.
Buchu: Rounds £2.55 kg spot; £2.45, cif.
Camphor: Natural powder, £5.50 kg duty paid; **Cardamoms:** (per lb cif), Alleppy green No 1 £1.60, prime seeds £1.60.
Cascara: £900 metric ton spot; £6.75, cif.
Cherry bark: Spot £525 metric ton; £515, cif. £3.65, cif; synthetic £0.98, cif for 98 per cent.
Chillies: Mombasa £700 ton, cif.
Cinnamon: (cif) Seychelles bark £350 ton, cif; Ceylon quills 4 O's £0.51 lb.
Cloves: Madagascar £2,650 per ton, cif.
Cochineal: Peruvian silver-grey £13.00 kg spot; £12.75, cif.
Colocynth pulp: Nominal.
Ergot: Portuguese-Spanish £1.50 kg spot; £1.40 cif. East European £1.60 spot.
Dandelion: £950 metric ton spot nominal.
Gentian: Root: £1.35 kg, spot; £1.28 kg, cif.
Ginger: (ton, cif) Cochin £590; Jamaican No 3 £700; Nigerian split £495, peeled £600.
Gums: **Acacia,** Kordofan cleaned sorts \$1,280, fob, metric ton. **Karaya** No 2 faq £330 metric ton, cif. **Tragacanth** No 1 £555 spot per 50 kg.
Henbane: Niger £1,000 metric ton spot; £980, cif.
Honey: (per metric ton in 6-cwt drums, ex-warehouse) Australian light amber £480, medium £460, Canadian £650; Mexican £490.
Hydrastis: £7.90 spot; £7.60, cif.
Ipecacuanha: (kg) Costa Rica £3.50 spot; £3.40, cif. Matto Gross spot nominal £5.30; £5.15, cif. Colombian £5.30; £5.15, cif.
Jalap: Mexican basis 15 per cent no spot; £1.33 kg, cif; whole tubers £1.48, cif 9-11%.
Kola nuts: £190 metric ton spot nominal; £180, cif.

Lanolin: 1,000-kg lots BP grades from £955; cosmetic £1,025; technical £910.
Lemon peel: Unextracted £890 metric ton spot; £860, cif.
Liquorice root: Chinese £190 metric ton, cif. Russian £230 spot; £215, cif. Block juice £1,130. Spray-dried £1,050.
Lobelia: European herb £900 metric ton new crop, November delivery. American £950, cif.
Lycopodium: Russian £4.10 kg; £3.80, cif.
Mace: Grenada No 1 £2,240 ton, fob.
Menthol: (kg) Brazilian spot and shipment £9.90, cif. Chinese spot £10.10; shipment £9.50, cif.
Nutmeg: (Per ton, cif) East Indian 80's £1,340; bwp £950. West Indian 80's £1,410, unassorted £1,150; defective £935.
Nux vomica: £210 metric ton spot.
Pepper: (ton) Sarawak black £800 spot; £735, cif; white £1,020; £945, cif.
Pimento: Mexican £2,300 US dollar ton, cif.
Podophyllum: Root £420 metric ton, cif.
Quil'a'a: £1,220 metric ton spot; £1,150, cif.
Rhubarb: Chinese rounds 60% pinky £1.40 kg. Safran: nominal.
Sarsaparilla: £1.25 kg spot.
Seeds: (metric ton, cif) Anise: China star forward £450. **Caraway:** Dutch £365. **Celery:** Indian £325. **Coriander:** Moroccan £188. **Cumin:** Indian £525. **Dill:** Indian £175. **Fennel:** Indian new crop £525; Chinese £350. **Fenugreek:** £120.
Senega: Canadian £12.00 kg spot; £11.50, cif.
Tonquin beans: Spot £0.95 kg; Shipment £0.88, cif.
Scnna: (kg) Alexandria pods, hp, £1.96; manu-

facturing, £1.43. Tinnevely leaves faq No 3, £0.26; faq pods £0.26; hp £0.42.
Squill: Italian spot nominal, £850 metric ton, cif; new crop, Indian £170, cif.
Styrax: £2.75 kg spot; shipment £2.70, cif.
Turmeric: Madras finger £220 ton, cif.
Valerian: Indian root £680 metric ton, spot; £650, cif.
Waxes: (metric ton) **Bees'**, Dar-es-Salaam £1,275, cif. **Candelilla,** £720 spot; £680, cif. **Carnauba,** fatty grey, £1,000 spot; £970, cif. prime yellow £1,725 and £1,675, cif.
Witchhazel leaves: Spot £2.05 kg; £1.90, cif.

Essential and expressed oils

Almond: Sweet in drum-lots £1.20 kg.
Anise: Resellers at £13.60 kg ex Continent.
Bay: West Indian £11.00 kg.
Olive: Spot ex wharf, Spanish £1,150 per metric ton in 200-kg drums; Mediterranean origin £1,140.
Palmarosa: Brazilian spot £7.50 kg.
Patchouli: £4.25 kg spot and cif.
Pennyroyal: £9.00 kg.
Pepper: English distilled ex black £62.50 kg.
Peppermint: (kg) Arvensis Brazilian, £3.60 spot; shipment £3.60, cif, all positions. Chinese £3.70 spot; £3.55, cif. American piperata £15.00-£15.50.
Petitgrain: £4.45 kg spot; £3.60, cif.
Rosemary: £5.50 kg spot.
Sage: Spanish £9.50 kg to arrive.
Sandalwood: Mysore £35.00 spot; £28.00, cif.
Sassafras: Chinese £1.65 kg spot; £1.60, cif. Brazilian £1.60; £1.50, cif.
Spearmint: American £8.50; Chinese £7.40.
Thyme: Red 68/70% £10.80-£11.50 kg as to quality.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

Coming events

Monday, December 1

Barnet Branch, Pharmaceutical Society, Barnet postgraduate centre. Mrs Margaret Sharpe, SRN (UCH drug addiction unit) on "The addict—his problem, his treatment, his cure."
East Metropolitan Branch, Pharmaceutical Society, Churchill room, Wanstead Library, London E11, at 8 pm. Discussion of motions for branch representatives meeting 1976.
Stockport Branch, Pharmaceutical Society, Ashton postgraduate medical centre, at 8 pm. Illustrated talk on "British poisonous plants" by Mr W. Powrie.

Tuesday, December 2

Brighton and Hove Branch, Pharmaceutical Society, Postgraduate medical centre, Brighton General Hospital, at 8 pm. Mr K. C. Biggs (Geigy Pharmaceuticals) on "Drug treatment of rheumatic disease".
Liverpool Branch, Pharmaceutical Society, Adelphi Hotel, Liverpool at 8 pm. Professor R. G. Harrison on "The identification of human remains with particular reference to Tutankhamun".
Sheffield Branch, Pharmaceutical Society, Royal Victoria Hotel, Sheffield, at 7.30 pm. Mr W. Sylvester on "A museum for industrial Sheffield".

Wednesday, December 3

Galen Group, Pharmaceutical Society, The Friend's Meeting House, Croydon, at 8 pm. Christmas party.
Lanarkshire Branch, Pharmaceutical Society, Bruce Hotel, East Kilbride, Dinner dance.
Pharmaceutical Society of Great Britain, 17 Bloomsbury Square, London WC1, at 7 pm. Harrison Memorial Lecture by Professor J. W. Fairbairn on "Phyto-availability and some of its problems".
Plymouth Branch, Pharmaceutical Society, Moorland Links Hotel. Annual dinner and dance.
Worthing & West Sussex Branch, Pharmaceutical Society, The Windmill Littlehampton, at 7.30 pm. Dinner and dance.

Thursday, December 4

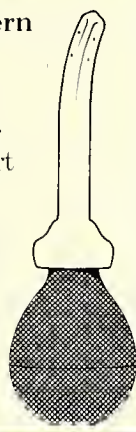
Huddersfield Branch, Pharmaceutical Society, Masonic Hall, Huddersfield, at 7.30 pm. Annual dinner.
Leicester & Leicestershire Branch, Pharmaceutical Society, Postgraduate medical centre, Royal Infirmary, Leicester, at 8 pm. Christmas buffet.
Society of Cosmetic Chemists, Royal Society of Arts, London WC2, at 6.30 pm. Ladies' evening.
Dr A. Usher on "A forensic pathologist's view of the skin".
Thames Valley Branch, Pharmaceutical Society, Winthrop House, Surbiton, at 8 pm. Mr C. Squire on "History of landscape gardening".

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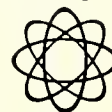
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Professional News

Pharmaceutical Society of Ireland

Council urged to take lead on development of service

Pharmacists should take the initiative in developing the pharmaceutical service along more professional lines, according to Mr M. Shannon.

At the Pharmaceutical Society of Ireland's November Council meeting, Mr Shannon proposed the following motion: "That Council should give earnest and immediate attention to the problem of adequate staffing of pharmacies, having regard to present-day legal and professional responsibilities". He said it was clearly the intention that pharmacy should develop along more professional lines in the future, and pharmacists should not wait for the Department of Health or the EEC to act, but should take the initiative themselves.

Many premises did not look like professional pharmacies, nor did they reflect proper professional image, he continued. Nowadays, because of high rents and overheads, proprietors and staff were pressured to engage in marketing rather than purely professional activities. There were many issues involved and Mr Shannon proposed that a special meeting of Council members be convened to examine every aspect of the question.

Mr R. J. Power said that a new comprehensive Pharmacy Bill was the long-term objective and Mr Shannon's motion had to be taken in conjunction with that ideal. Mr M. L. Cashman said that they should look at every aspect of the future development of the practice of pharmacy and try to define the true function of the pharmacist in modern conditions. There was one point on which he had strong views, namely, that the ratio of population to pharmacy should be adequate to make every pharmacy fully viable from a professional point of view.

Mr T. McGuinn said he wholeheartedly supported Mr Shannon's proposal. They had to look at developments overseas, as well as try to see where wrong decisions were taken in the past 100 years, at the same time as looking to the future. Mr M. Browne urged that the committee in its deliberations should also bear in mind the situation in hospital pharmacy.

Congress to break even?

Mr Browne, chairman, Centenary Congress Committee, said that they had gone closely through the financial matters of the Congress and they hoped that they would break even at least. There would be a winding-up meeting of the Committee shortly. In his capacity as chairman, he thanked all who had helped, including the members of his Committee and particularly Mr T. Miller, Mr McGuinn, and the Ladies' Committee.

A communication from the International Pharmaceutical Federation was read out. One of the items in the letter was in

regard to the subscription for continuing membership of FIP. It was unanimously agreed that it was important for the Society to remain a member of FIP. Proposals for re-structuring the organisation were under discussion and, when implemented, such changes should ensure an even more influential role for FIP in the future.

Dr W. E. Boles, president, proposed Mr M. J. Cahill for the post of registrar of the Society, following the retirement of Mr Coleman. Seconding, Mr Cashman said he had been partly responsible for the appointing of Mr Cahill as assistant registrar. Mr Cahill had the capacity to carry the post of registrar with dignity and efficiency. Accordingly Mr Cahill was appointed the new registrar.

Mr Cahill told the Council that he had no speech prepared for what must be one of the great moments of his life. He said he was conscious of strong and conflicting emotions. On the one hand, it was a "tremendous" honour and, at the same time, a great responsibility. Describing his new position as the highest executive office in Irish pharmacy, he promised to carry out the Council's decisions to the best of his ability and thanked the Council for the vote of confidence in him.

FIP memoranda

Mr M. F. Walsh, vice-president, presented a report from the Practice of Pharmacy Committee on behalf of Mr Butler. Two of the main decisions were that papers would be prepared before next January for submission to FIP working groups on the following: a memorandum to be drafted by Mr M. F. Walsh on clinical pharmacy—its present and future development; and a memorandum to be prepared by Mr J. P. O'Donnell on health care, describing health education and health services developments in Ireland. Both papers would be presented to the Council in December for approval and transfer to FIP.

It was agreed that a subcommittee would be established to compile a booklet on forensic regulations, for the guidance of members and students. It would probably comprise a loose-leaf folder, to which new material could be added from time to time.

Mr Power told Council he would be attending an EEC *Groupement* meeting the following week, dealing with pharmaceutical education. Important recommendations would be made at the meeting concerning academic courses—which could eventually lead to the mutual recognition of diplomas and to the free movement of professional persons.

Mr H. P. Corrigan reported that he had attended an Eastern Health Board meeting on November 6 at which community care was discussed. In an earlier



Mr M. J. Cahill—Society's new registrar

report pharmacists were not mentioned, but now, however, they were represented on district teams, which also had representatives of voluntary organisations and general practitioners. The Eastern Health Board region was divided into ten areas—eight in Dublin, one in Wicklow and one in Kildare—and the programme manager for community care said he would meet pharmacists in all those districts.

A letter was received from the Mid-Western Health Board, seeking a nomination to fill a vacancy in the Tipperary (NR) Local Health Committee, created by the resignation of Mr John De Loughry, MPSI. It was decided to consult the local pharmaceutical association before making a nomination jointly with the Irish Pharmaceutical Union.

Arising from the Law Committee, the registrar was instructed to write to three pharmacists who have adopted a loose-leaf system of recording prescriptions instead of the traditional bound book. The Sale of Poisons Act provides that the sale of all Part 1 poisons must be recorded and signed for in a separate poisons book. Dispensed medicines are exempted only provided they are entered in a prescription book. In the case of a Dangerous Drug which is also a Part 1 poison, a suitable cross reference to the poisons register or prescription book in the Dangerous Drugs register has to be made.

On behalf of Irish Pharmaceuticals Ltd Dr Boles presented a cheque for £50 to Miss Frances Lonergan of 99 Wicklow Street, Waterford, who obtained the highest marks in the recent qualifying examination for Pharmaceutical Assistants. Miss Lonergan, 21, served her apprenticeship in Mr R. J. Cullinane's pharmacy, John Street, Waterford. Dr Boles wished Miss Lonergan every success in her future career in pharmacy.

Mrs Esther O'Connor (nee Murphy), LPSI, Diogenes' Rest, Bishop's Cross, Tullow, co Carlow, was nominated for membership of the Society. The following were granted change of name in the Register, marriage certificates having been submitted: Mrs Geraldine Elizabeth Parker (nee Good), LPSI; and Mrs Mary Gwendoline Coretti Brennan (nee Mulvihill), MPSI.

The following addresses were changed in the Register: Mr Brendan MacMahon, MPSI, to Bank Place, Kildysart, co Clare; Mrs Emer Mary Ingrid Tuohy, LPSI, to 3 Whitchall Road, Terenure, Dublin 12; Mrs Mary G. Brennan, MPSI, to 30 Woollands, Naas, co Kildare; Miss Catherine Colbert, Assistant, to c/o 138 Lower Kimmage Road, Dublin 6.

Presentation to mark 25 years

with P. C. Cahills

P. C. Cahill & Co Ltd held a special function earlier this month to mark 25 years of service by the company's managing director, Mr Jim Hegarty.

Mr E. Davey, chairman, paid tribute to Mr Hegarty who he described as being first and foremost a humane man predominantly concerned with the welfare of other people. He had joined the company in 1950 and was appointed deputy managing director in 1972. On the retirement of Mr J. Holland in 1973, he took over as managing director.

"On the company's behalf, he has never spared himself," Mr Davey continued. "With his senior executives he has planned and arranged things so that Cahill-May Roberts give the best service to the trade." Presenting a portable television set

to Mr Hegarty, Mr Davey added: "It is my happy duty to make this presentation to Jim and to say to him we are grateful for the effort he put into the firm".

Thanking the chairman and the company for the presentation, Mr Hegarty said that when he joined P. C. Cahill & Co Ltd, he had no idea how the company would develop, but he had tremendous confidence in its potential. To a great extent his long service had emanated from that original confidence. He believed that pharmaceutical distribution in Ireland would only succeed through long established connections with the retail and hospital pharmacist and with the industry in total; the late P. C. Cahill was the pioneer of that philosophy and it was to the credit of P. J. Carroll & Co that they

in turn had fostered and developed it since they purchased the company three years ago.

Looking back on the 25 years, Mr Hegarty took the opportunity to thank pharmacists and combined staffs at Cahill-May Roberts. There was also a very big investment in P. C. Cahill & Co Ltd which would only be to the advantage of the retail pharmacist—Cahills had ten distribution depots throughout the country providing an essential service.

As for the future he viewed the prospects with the greatest confidence with business going from strength to strength—the turnover for one product in October 1975 represented more than the total turnover of the company in October 1950.

Company's history

P. C. Cahill & Co Ltd was founded in 1934 and has grown to become the largest pharmaceutical distributor in Ireland. The company went public in 1947 and a depot was opened in Cork in 1962. A branch was opened in Sligo in 1966 and the same year a new subsidiary, Chem Labs Limited was formed. In 1970 P. C. Cahill & Co and May Roberts Ltd merged, both companies becoming part of the P. J. Carroll Group in 1972 with the company retaining its own board of directors.

Union 'educated' Minister on pharmacy

The Ministry of Health's lack of knowledge about pharmacy was criticised by Mr G. Ledwith, secretary general, Irish Pharmaceutical Union, at the Union's annual meeting earlier this month.

On the General Medical Services dispensing remuneration dispute, Mr Ledwith said that one aspect was "most disquieting". That was the considerable time which the pharmacists' negotiators had to spend in "educating" the Minister for Health and his officials on the role and function of the pharmacist in general practice.

Mr Ledwith also found it disappointing that the address by the Minister for Health, Mr Brendan Corish, at the Pharmaceutical Society's Centenary Congress banquet, was based in part on facts and figures relating to the pharmaceutical industry: "We are all of us aware of the magnitude of that international industry; we are equally aware . . . of the unfortunate effects of international development and marketing techniques. Such techniques have no place I maintain in the provision of essential drugs and medicines or in the provision of an effective health service for our whole community."

It was understandable that the Minister would have an interest in international companies, particularly with a view to attracting them to the country, "But it is unfortunate in the extreme that he and his advisors should judge pharmacy by the standards of those international cartels."

The Department of Health was the only Government Department to employ pharmacists—and even there, only one was employed, a situation which had to be corrected "as a matter of urgency". Mr Ledwith felt that there was a strong argument for other Departments to employ pharmacists; these would include those of Agriculture and Justice. The regional

health boards also had a responsibility to employ pharmacists—one had already done so with good results.

Referring to the future of the health services, Mr Ledwith announced he would shortly propose that the Union's National Executive look into the development of services and requisite training on ostomy appliances. There was currently a "vacuum" in that sphere, and pharmacists should be prepared to provide a service.

President's address

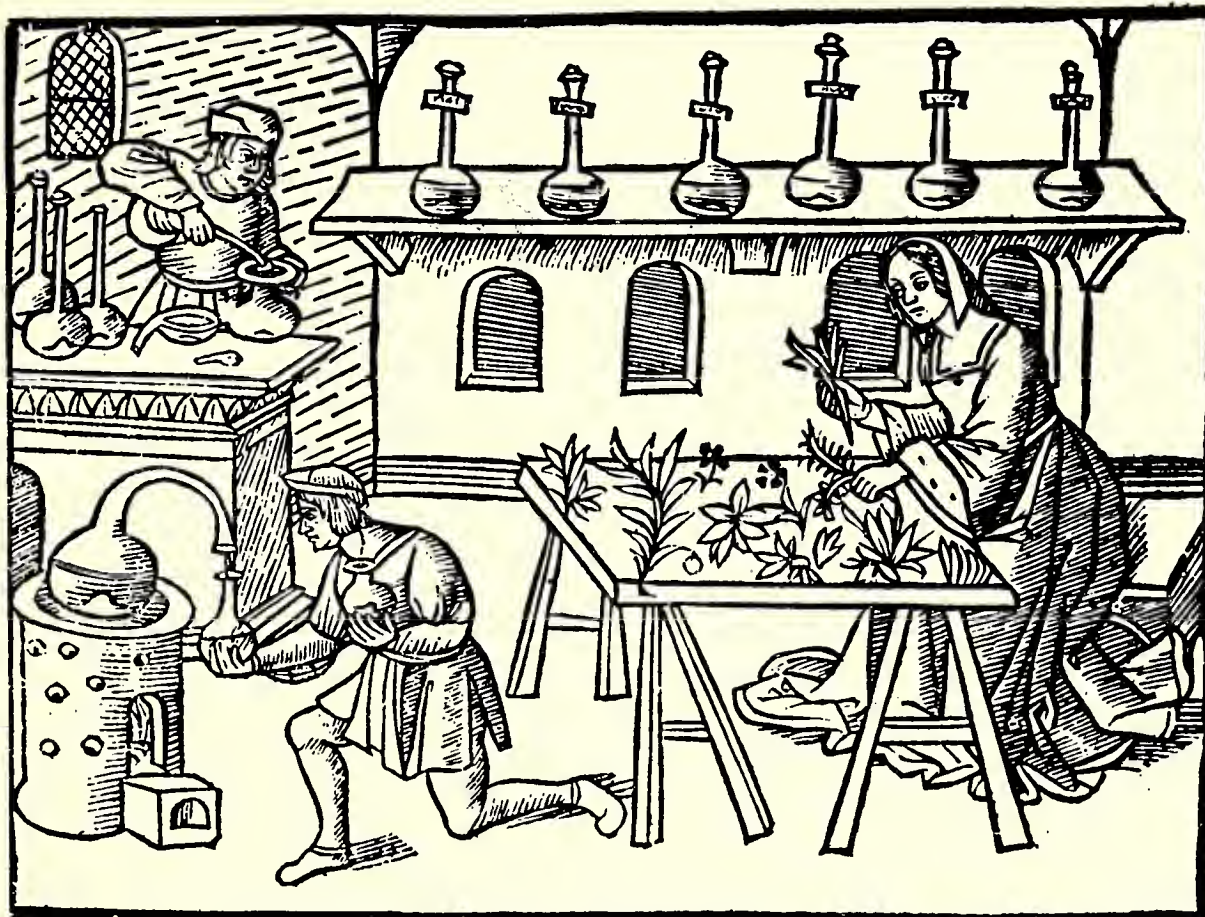
During his address, the Union's president, Commandant J. O'Farrell, drew attention to the agreement on "a mutually acceptable and realistic salary scale" for employee pharmacists. However, that had not completely solved the problems existing between the employee and employer sections of community pharmacy; it had

been reported that some employers were refusing to implement the recommended salaries, which could lead to a feeling of distrust between the two sections. He also drew attention to the Union's intention of moving to new premises at the earliest possible opportunity.

Motions carried at the meeting included that a select committee be set up to investigate the contribution the Union could make towards improving ethical standards within the profession; that the Union investigate the role of the Pharmaceutical Assistant in community practice; and that the Union examine the advantages of membership of the Irish Congress of Trade Unions. A motion that the Union "take all necessary steps to bring about the cessation of the advertising of medicines to the general public", was carried with a four to one majority; Mr T. O'Malley, Limerick, proposing, had argued that the banning of direct advertising, "with all their misleading claims", would enhance the role and respect of pharmacists.

Pictured at the Irish Pharmaceutical Union's annual meeting (from left): Mr F. Molloy, chairman, Finance Committee, Mr G. J. Ledwith, secretary general, and Commandant J. O'Farrell, president





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